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Report of Proceedings of the
Illinois
Pharmaceutical
Association



Thirty-Third Annual Meeting
Springfield, June 11, 12 and 13, 1912

To The Members

Our Association is greatly in need of a larger membership not only for the increased revenue which a larger membership would bring, thereby enabling the Association to do more and better work for the pharmacists of the State, but especially for the prestige and the increased power and influence which would accrue from a larger and more fully representative membership.

There are 5500 registered pharmacists in the State. All of these are eligible to membership. Only 1000 have availed themselves of this privilege. This is a condition which should be remedied. Will you not personally undertake to secure at least one new member before the next meeting? There is no initiation fee, the dues are but \$2.00 a year. An application for membership is printed on page 146 of this book. Clip it out and use for securing a new member.

PRIZE ESSAYS

In order to stimulate competition in the prize essay contest, to assist the members in preparing essays to better advantage and to secure such papers as will be of greater interest to the members generally, it has been decided to broaden the scope of the prize essay contest so as to permit the members to select their own subject with the following restrictions:

1. The essays must be typewritten and must not exceed 1000 words in length.
2. The subject selected must be included within the following scope:
 - Business getting plans.
 - Advertising schemes.
 - Methods of accounting.
 - Safeguarding against mistakes and accidents.
 - Financing a business.
 - Care of stock.
 - Salesmanship.
 - The giving of credit.
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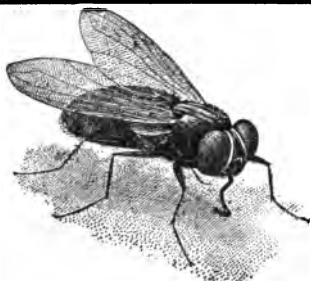
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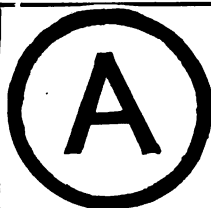
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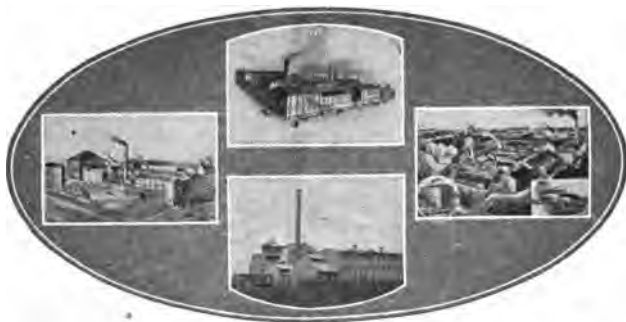
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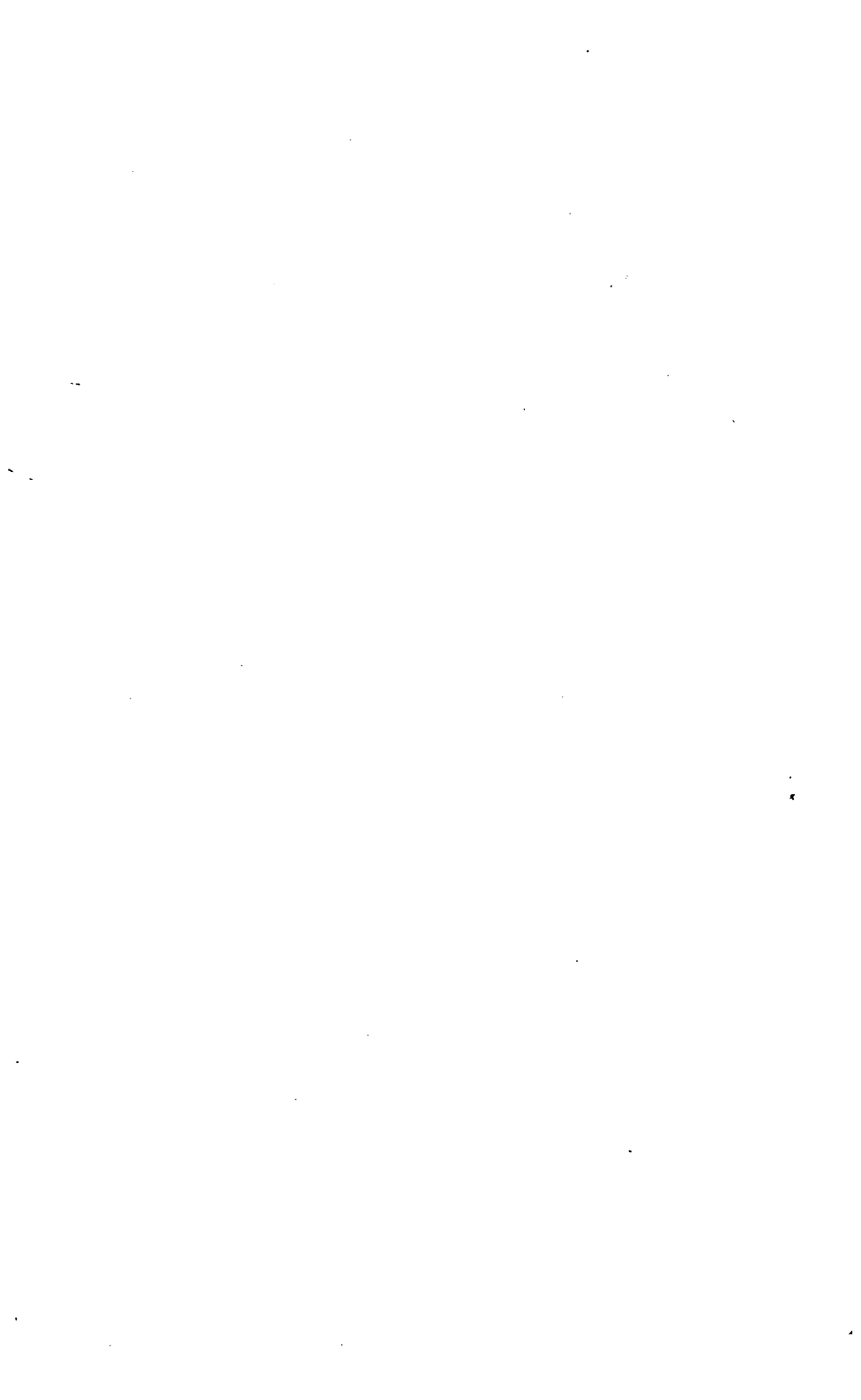
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ASSOCIATION

AT THE
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L. C. HOGAN	Englewood	1886-9
HUGO W. C. MARTIN.....	Chicago	1889-90
C. S. N. HALLBERG.....	Chicago	1890-2
FRANK FLEURY	Springfield	1892-9
R. N. DODDS	Springfield	1899-1906
W. B. DAY	Chicago	1906-13

ASSISTANT SECRETARY

GEORGE E. MARSH.....	Alton	1897-8
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LOCAL SECRETARIES

VICTOR H. DUMBECK	Peoria
WILLIAM H. DALE	Chicago
FRANK FLEURY	Springfield
J. E. ESPEY	Bloomington
HUGO W. C. MARTIN	Chicago
H. C. PORTER	Rockford
HENRY SMITH	Decatur
W. M. BENTON	Peoria
J. O. CHRISTIE	Quincy
F. S. FRIES	1889-1890 and 1890-1891, Kankakee
CHARLES RYAN	1892, Springfield
HENRY BIROTH	1893, Chicago
CHARLES A. STRATHMAN	1894, Peoria
T. J. KAVANAUGH	1895, Peoria
CHARLES T. BAUMANN	1896, Springfield
HENRY SWANNELL	1897, Champaign
GEORGE F. BARTH	1898, North Alton
THERON H. CARTER	1899, Danville
WALTER H. GALE	1900, Chicago
W. ULLEMAYER	1901, Rock Island
JOS. SHREVE	1902, Jacksonville
CHRISTIAN GARVER	1903, Bloomington
J. H. KEELING	1904, Rockford
WALTER H. GALE	1905, Chicago
PAUL FRITSCH	1906, Peoria
GEO. C. LESCHER	1907, Galesburg
JOHN H. HARSCH	1908, Peoria
C. H. ACHELPOHL	1909, Quincy
RALPH E. DORLAND	1910, Decatur
A. J. RIESS	1911, Rock Island
A. S. MITCHELL	1912, Springfield

CONSTITUTION AND BY-LAWS

OF THE

ILLINOIS PHARMACEUTICAL ASSOCIATION

CONSTITUTION

ARTICLE I.

This Association shall be called the Illinois Pharmaceutical Association.

ARTICLE II.

The object of this organization shall be to promote the advancement of pharmacy and those engaged in its practice to a higher professional standard; the support and encouragement of education for a more thorough preliminary schooling and greater scientific requirements for the practice of pharmacy, and regulation of the various grades of pharmaceutical service; the promotion of the commercial interests of pharmacists through the exploitation of new ideas, and united movements for improving the drug business, the fostering of literature, improvements and inventions, but discouraging the manufacture and sale of secret medicines to the medical profession and the public; to endeavor to propose such changes in the pharmacy law as may from time to time, be indicated for the better protection of the public against inferior, adulterated, or dangerous drugs and medicines, and careless, ignorant, or incompetent compounding and sale of drugs and medicines.

ARTICLE III.

Section 1. This Association shall consist of active, associate and honorary members.

Sec. 2. No person except a registered pharmacist in the State of Illinois whose name shall appear on the register of the Board of Pharmacy, shall be eligible to active membership in this Association.

Sec. 3. Any pharmacist in good professional and moral standing, who shall have attained the age of twenty-one years, residing in the State, whether in business for himself or in the employ of another pharmacist, shall be eligible to associate membership, but shall not vote or hold office in this Association.

Sec. 4. Pharmacists, and chemists, and other scientific men, who may be thought worthy of the distinction, may be elected honorary members. They shall not, however, be required to contribute to the funds, nor shall they be eligible to hold office or vote at the meetings.

ARTICLE IV.

The officers of this Association shall be a president and three vice-presidents, a permanent secretary, a local secretary (to be elected from or near the place of next meeting), a treasurer and an executive committee consisting of one member from

each congressional district in this State (and of which committee the president, secretary and treasurer shall be ex-officio members,) all of whom shall be elected annually, and shall hold office until the election of their successors, Provided, That all officers not elected in this manner shall be appointed by the president.

ARTICLE V.

Section 1. The president, or in his absence or inability to serve, the vice-presidents in their order shall preside at all meetings of the Association, call special meetings at the written request of twenty-five members; shall present at each annual meeting a report of the affairs of this Association, and perform such other duties as pertain to the office.

Sec. 2. The secretary shall keep a record of all the proceedings of the Association. He shall read all communications, conduct all correspondence of the Association, at each annual meeting render a report of the duties performed by him since the last annual meeting, and perform such other duties as the Association shall direct. He shall notify members of committees of their appointment and election, and furnish each member of the committee with the names of his associates on said committee. He shall receive and collect all moneys for the Association, giving receipt for the various amounts, keep a correct account thereof, and pay the same to the treasurer, taking his receipt therefor. He shall give a sufficient bond within 60 days after his election, subject to the approval of the president.

Sec. 3. The treasurer shall have charge of all the funds of the Association, for which he shall be personally responsible, shall pay all bills when countersigned by the president and secretary, and report the state of the treasury when called upon by the executive committee. He shall give a sufficient bond within 60 days after his election, subject to the approval of the president.

Sec. 4. It shall be the duty of the secretary and treasurer to turn over to their successors, without unnecessary delay, all papers and property of the Association committed to their care.

Sec. 5. The executive committee shall have full power to act for, and have general charge of the affairs of the Association in the intervals of the sessions of the Association, provided that the action of such committee shall not contravene instructions of the Association; and its action may at any time be overruled by the Association. The committee shall organize by the adoption of rules, and with such officers and committees as it shall deem desirable or necessary. Seven members shall constitute a quorum.

Sec. 6. No member of the executive committee shall be represented by proxy unless the person holding the proxy resides in the same congressional district as the member issuing it, and no member of the State Board of Pharmacy shall be a member of the executive committee or hold the proxy of any member thereof.

ARTICLE VI.

This Association may establish for its future government and regulations such by-laws, not in conflict with this Constitution, as may be deemed proper and desirable.

ARTICLE VII.

Every proposition to alter or amend this Constitution shall be submitted in writing and received at an annual meeting, and may be voted for at the next annual meeting, when, upon receiving the votes of three-fourths of the members present, it shall become a part of this Constitution.

BY-LAWS

ARTICLE I.

Twenty-five members shall constitute a quorum.

ARTICLE II.

Section 1. Every registered pharmacist in the State, of good moral character and professional standing, shall be eligible to membership.

All applications for membership shall be made in writing to the secretary, who shall report such applications to the Association at its next meeting, when the applicants may be elected by a two-thirds vote of the members present.

Sec. 2. Every member shall pay annually into the hands of the secretary the sum of two dollars. Any one in arrears at the annual meeting shall not be entitled to vote, or receive the report of the proceedings of the Association, and any one neglecting to pay said dues for three consecutive years shall be dropped from the roll of membership.

Sec. 3. The Association shall have power to expel a member by a two-thirds vote; but the vote shall not be taken until the next annual meeting after the charges have been preferred, and the accused shall be notified of the charges and specifications made against him.

ARTICLE III.

Section 1. The president shall, within 60 days after each annual meeting, appoint the following committees (of which he shall be an ex-officio member,) each to consist of three members, viz: Committee on matters of trade interests, and committee on legislation.

Sec. 2. The committee on trade interests shall report at each annual meeting such observations and information upon that subject as may seem to them of interest to the Association.

Sec. 3. The committee on legislation shall keep a record of, and compile for reference, the enactments of the different states regulating the practice of pharmacy and the sale of medicines. They shall report at each annual meeting of the Association what legislation on the subject occurred during the year, and what additional legislation is desirable in this State.

ARTICLE IV.

The proceedings of the Association, the roll of officers, committees and members shall be published annually, under the supervision of the secretary, and a copy of the proceedings sent to each member of the Association who is not in arrears for annual dues.

ARTICLE V.

Nominees for the State Board of Pharmacy shall be elected in the following manner: At each annual meeting of the Association twenty-five registered pharmacists of the State, having the qualifications as prescribed by the pharmacy law, shall be elected by the Association, and the names of said twenty-five members shall be forwarded by the secretary to all registered pharmacists in the State, with the

BY-LAWS OF THE

requests that from such members, or others, as the said pharmacists shall severally prefer, five members shall be selected and their names transmitted to the secretary. From the five members receiving the highest number of votes cast in the aggregate the Association shall at its next annual meeting elect at least three members, whose names shall be submitted to the Governor as nominees of the Association, as required by the State Pharmacy Act: Provided, That if the Association does not so select them they shall be selected by the executive committee.

ARTICLE VI.

Nominees for advisory board, department of pharmacy, University of Illinois, shall be elected in the following manner: At each annual meeting of the Association twenty-five registered pharmacists of the State, having the qualifications as prescribed by the pharmacy law, shall be selected by the Association, and the names of said twenty-five members shall be forwarded by the secretary to all registered pharmacists in the State, with the request that from such members, or other, as the said pharmacists shall severally prefer, five members shall be selected, and their names transmitted to the secretary. From the five members receiving the highest number of votes cast in the aggregate, the Association shall, at its next annual meeting, elect at least three members, whose names shall be submitted to the president of the State university as nominees whom the Association deems qualified to fill any vacancies which may occur in said advisory board: Provided, That if the Association does not so select them they shall be selected by the executive committee.

ARTICLE VII.

The order of business, unless otherwise ordered, shall be as follows:

1. Reading the minutes.
2. Applications for membership.
3. President's address.
4. Reports of officers and committees.
5. Unfinished business.
6. New business.
7. Election of officers.
8. Installation of officers elect.
9. Adjournment.

ARTICLE VIII.

Section 1. These by-laws shall not be suspended without the consent of two-thirds of the members present.

Sec. 2. Any amendment to these by-laws must be made in writing, read before the Association at one sitting, and laid over to a subsequent sitting, when, upon receiving the votes of two-thirds of the members present, it shall become a part of these by-laws.

PROGRAM

FIRST SESSION

Tuesday, June 11—3:00 P. M.

Address of Welcome	Hon. John S. Schnepf, Mayor of Springfield
Response in behalf of the Sangamon County Retail Druggists Association	J. H. Feltham, President
Response in behalf of the Illinois Pharmaceutical Association.....	Vice President James H. Wells
Response in behalf of the Illinois Pharmaceutical Travelers Association.....	President John F. Hott
Address	Hon. Charles S. Deneen, Governor of Illinois
Response	Mr. R. E. Dorland, Second Vice-President Illinois Pharmaceutical Association
President's Address	President C. H. Achelpohl
Report of the Secretary	Mr. W. B. Day
Report of the Treasurer	Mr. G. C. Bartells
Report of the Local Secretary	Mr. A. S. Mitchell
Report of the Executive Committee	Mr. W. B. Day, Secretary
Report of the Advisory Board	Mr. Herman Fry
Report of the Special Committee on School of Pharmacy Appropriation.....	Mr. F. M. Mares, Chairman

SECOND SESSION

Wednesday, June 12—10:00 A. M.

Report of the Auditing Committee	
Report of the Committee on President's Address	
Report of the Committee on Trade Interests.....	Mr. C. Brunstrom, Chairman
Report of the Committee on Board of Pharmacy Records	Mr. P. D. Roark, Chairman
Report of the State Board of Pharmacy	Mr. J. F. Shreve, President
Report of the Committee on U. S. P. and N. F. Propaganda	Mr. Geo. P. Mills, Chairman
Report of the National Association of Retail Druggists.....	Mr. Thos. H. Potts, Secretary
Reading of Prize Essays	

THIRD SESSION

Wednesday, June 12—2:00 P. M.

Report of the Legislative Committee.....	Mr. R. E. Dorland, Chairman
Report of the Secretary on the Vote of Registered Pharmacists for Nominees for the State Board of Pharmacy	
Report of the Secretary on the Vote of Registered Pharmacists for Nominees for the Advisory Board of the University of Illinois School of Pharmacy	
Unfinished Business	
Election of Officers	
Adjournment	

PROCEEDINGS

OF THE

ILLINOIS PHARMACEUTICAL ASSOCIATION

**At Its Thirty-third Annual Meeting, Held in Springfield
June 11, 12 and 13, 1912**

FIRST SESSION

TUESDAY AFTERNOON, JUNE 11TH

The thirty-third annual meeting of the Illinois Pharmaceutical Association was called to order by President Achelpohl at three o'clock, Tuesday afternoon, June 11th, 1912, in the House of Representatives, at the Capitol.

After prayer had been offered by the Rev. Dr. Johnson, President Achelpohl introduced Hon. John S. Schnepf, Mayor of Springfield.

Mayor Schnepf:—Ladies and Gentlemen:—In the different vocations of life we all have our duty to perform and none is more important and conducive to the health, happiness, and prosperity of the people than the work of the pharmacist, when conscientiously performed. It is a great pleasure and privilege granted to me on behalf of our citizens of Springfield to turn over the keys of the city to you, and welcome such an organization as this one. No doubt you all have on sale that great remedy known as a nerve panacea that cures all ailments peculiar to humanity, and I am sure none of you have ever substituted something just as good. (Laughter.)

You could not have selected a more appropriate, beautiful and historical city in which to hold your convention. It was here that the illustrious Abraham Lincoln lived, and here his body now lies, where every year many people from all parts of the world come to do him homage. Springfield is not only our city, but as the capital of the state is yours as well, and all ought to be as proud of its material and moral growth as we are.

I remember when Springfield was little more than a village, and the merchant had to fold up the key to his store to get it in his pocket, but that is all past and Springfield is now a metropolitan city.

Our homes and our hearts are open to you, and we sincerely hope you will not be disappointed in a single thing, but will accomplish everything you wish at this convention, and that your stay here will be made so pleasant by the hospitality of our city that you will again return to hold your convention here. Permit me again to assure you I extend to you all the freedom of the city, the glad hand, and bid you welcome. (Applause.)

President Achelpohl:—We certainly appreciate the kind words of the Mayor, and it may be that we will have to ask for the keys before we leave the city. (Laughter.) I now take pleasure in introducing to you Mr. J. H. Feltham who will respond to the address of welcome in behalf of the Sangamon County Retail Druggists Association.

Mr. Feltham:—Mr. Chairman, Ladies and Gentlemen:—You are within the gates of the convention city of the great state of Illinois, the city that entertains annually more conventions than any other two cities combined. The retail druggists of Sangamon County bid you welcome, as do the citizens of Springfield through their representative, the Mayor.

It has been about a score of years since the convention of the Illinois Pharmaceutical Association met in this city, and many of the older members who are present today will recall that meeting, and be reminded of many friendly faces who greeted us on that occasion and who have since passed from this world of activity to the rest beyond the grave.

Since the meeting of twenty years ago the Association has been augmented by the adoption of the Illinois Pharmaceutical Travelers' Association. The advent of this robust youngster marked the dawning of a new era, and to this affiliated Association is due much credit for the membership and interest taken in these meetings.

I do not know just why the Association has deferred during all these years another visit to the capital city. Perhaps like a moth fluttering about a huge light, it was attracted by its brilliancy and at the same time repelled, until at last it became accustomed to the glare and mustered up courage to alight. Suffice it to say that the Sangamon County Retail Druggists' Association is ever ready and glad to entertain the Illinois Pharmaceutical Association, and the friends and officers and members of this Association, so ably aided by the ladies committee, have labored arduously for the success of this meet-

ing. I hope when it is closed you will go to your homes, with the feeling that the convention at Springfield has surpassed all other meetings. (Applause.)

President Achelpohl:—I now introduce Mr. James H. Wells, who will respond in behalf of the Illinois Pharmaceutical Association.

Mr. Wells:—Mr. President, Ladies and Gentlemen:—I desire to say to the Mayor of Springfield and to our fellow druggists in Springfield that we thank them for their kind invitation to their city. The Illinois Pharmaceutical Association is proud to meet in Springfield, the capital of the state. It has been a great many years since the Association met here. I don't know what the reason is that we have not come here oftener. For my part I would be willing to meet here almost every year, but this is a large state with many thriving and hospitable cities in it and it takes a long time to make the rounds.

I consider, however, that Springfield is an ideal city for a convention such as ours, being the seat of the state government, and the former home and burial place of Abraham Lincoln, makes it a city of great interest, and most all good citizens want to visit this city, ought to visit it, at least sometime during their life. I am sure we will have the largest attendance and the best convention the association ever had.

Fellow druggists, we ought to appreciate the fact also, that this is the only city which could give you the privilege of occupying a legislator's seat for so long a time, and we ought to make the best of it, and should be prompt and faithful in our attendance during the meetings. Once again I thank you, gentlemen, for your kind invitation. (Applause.)

President Achelpohl:—We were to have the pleasure of an address from our Honorable Governor, but owing to illness in his family, which called him from the city, we regret he cannot be with us. In his place we will have the pleasure of listening to Hon. C. J. Doyle, Secretary of State.

Mr. Doyle:—Mr. President and members of the Illinois Pharmaceutical Association and members of the Illinois Pharmaceutical Travelers' Association, Ladies and Gentlemen:—I join with you in the matter of keen regret on account of the inability of Governor Deneen to be present here today, and to deliver in person this address of welcome. As perhaps you have been advised, a sudden death in the family of the Governor took him out of the city today, and will require his absence from the state for two days, so that on that ac-

count an invitation was extended to me, as secretary of state, to be present here and to say a word of greeting to this convention.

I assure you that I prize the privilege very highly. I have no set speech to make to you. Sometimes I think it is better not to make a set speech. Sometimes I am reminded of a story they tell of a young minister, who had been training for the ministry from early life, and on one proud morning he was ordained and assigned to a church. He sat up very late into the night burning the midnight oil, preparing his set sermon. He delivered his set sermon, and on each succeeding Sunday delivered more set sermons, but the more set sermons he delivered, the smaller and smaller his congregation grew.

Just across the street was another minister, who had no college education. He talked extemporaneously and at the same time his congregation grew larger and larger with each succeeding Sunday Meeting his brother minister one day the college man said, "How does it happen, I have had more years in school, more years in college, more years in my theological course, and work until the early hours of the morning, preparing with care and diligence my set sermons, putting in heart and soul, yet when I deliver these sermons to my congregation it grows smaller and smaller, while you, without any special preparation, who talk extemporaneously, seem to hold the attention of your congregation and it grows larger and larger?"

The minister replied, "My brother, I am going to take you into my confidence, and am going to tell you a secret. When you sit up burning the midnight oil and pouring the best of your heart and soul into your set sermons, the Father of Lies is looking over your shoulder, sees what you are writing, and tells the people on Saturday what you are going to say, so naturally you couldn't expect them to be much interested on Sunday morning. "Now, when Sunday morning comes, when the church bell rings, and yes, sometimes when I get in the church door, and oftentimes when I even get in the pulpit, the devil himself don't know what I am going to say." (Laughter.)

My friends, being called on so unexpectedly, I am also in that position. I am glad to be here with you and extend this word of greeting to your Association. I am glad to be privileged to look into the faces of these splendid druggists of Illinois, not one of whom within the range of my voice ever substituted something just as good. I believe that the druggists of this state and of every other state in the Union give more to the public at large, give more to the county and state in the way of intelligent service, for which they never ex-

pect, nor never do receive compensation, than any other business men within this state. (Applause.)

The ideal druggists, and I may say the average druggist, is a man who knows what it is to be courteous, to be gentlemanly, and what it is to be a good citizen and a good druggist. A druggist is a walking encyclopedia. He must know when the late owl cars run. He must know what the rates of postage are to every quarter of the world. He must take care of heavy grips on circus day, and sell postage stamps for all of which he never receives pay. The druggist is a man of many accomplishments and so he serves the public from early morning until late at night, always in an accommodating and courteous manner.

I believe no profession in this whole state, or in any other state in the Union, has been so elevated within the last few years, as your profession. Today, the man that stands, as it were, as the connecting link between the careful physician and the loved one at home hovering between life and death, is the courteous, proficient and skilled druggist, and so completely do we rely upon your skill and judgment and honesty that we take the prescription to your counter with the thought of the loved one at home awaiting that particular medicine, with no other thought than that you will absolutely accurately and skillfully compound that medicine which may restore to us the languishing one at home. We do not doubt your skill, we do not doubt your judgment and we have all confidence in your honesty. It is well then that such an Association and such a profession should be elevated among all the other professions of the earth and that is my kindest wish and most earnest hope, not only for you but for those that follow after in the profession which you represent.

It so happens that the Secretary of State and the Custodian of the Capitol Building have charge of this particular building. We are but representatives of the people, and I assure you that it has been a pleasure to the custodian as well as to myself, as secretary of state, to give into your keeping this particular building for your needs. We want you to be at home. We want to extend to you every kindness and courtesy that is your due. This, as the Capitol of the State, is your own building, you, the people of the State of Illinois, and you are entitled to its use.

The other day I had a delegation come from the city of Peoria to see me, and while they were here, a delegation from Springfield, headed by Mayor Schnepf came in. The delegation from Peoria said, "You have just been selected secretary of state, now is the time to ask you a question. I said, "All right. What is it?" "We want

to know," they said, "How you stand on the removal of the state capital from Springfield to Peoria?" You know for a young man in my position just having been appointed to the office, and having in mind the future, that was a stumper. Well, gentlemen, in view of the fact that the Springfield gentlemen were there and the Peoria gentlemen were there, I was very much in the position of the young man who had just finished school, having spent every dollar and dime he had. He was graduated, but broke. He went before a Board of Education where he understood a vacancy existed. He applied, and they said, "Yes, there was a vacancy, but they did not propose to engage any one as teacher next year, until they had an understanding with him. This Board is divided on one question. Some believe the world is round and some believe the world is flat. Which way do you teach it?" And the young man said, "Gentleman, I am just out of school. I am broke. I want the position. I can teach it either way." (Applause.)

My friends, it is a real pleasure as he has expressed it to welcome you to the capitol city, as it is to one of the state officers to augment that invitation and that address by bidding you welcome to this great city of the State of Illinois. In this beautiful capitol city is the home of Illinois' most renowned son, one who stood, as it were head and shoulders above other men, Illinois' greatest statesman, humanity's greatest friend, and the magnificent tomb of her most distinguished citizen, Abraham Lincoln. (Applause.)

We sincerely hope and trust that when the last day's work of this convention is finished, and you return to your homes, you will feel that the days spent here have been pleasant in social converse, and that the work accomplished here will help you to become better druggists and better citizens and in becoming that you will continue to hold the great confidence and trust of the people that you now hold. And when that hour and day, which comes to each and every one of us, comes to you, may you look back and see in that record that you have been true to your friends, true to your business duties, and true to your families, which is a good enough record for any citizen in this land. I thank you. (Applause.)

President Achelpohl:—I now introduce to you Mr. R. E. Dorland of Springfield, who will respond to this excellent address of Mr. Doyle's.

Mr. Dorland: Mr. President, Mr. Johnson, Mr. Secretary of State, Ladies and Gentlemen:—I am sure I know not why I am here. I cannot promise to make any speech either round or flat. I am

sure that this Association regrets exceedingly that the chief executive of the State cannot be here. I am also sure that the sympathies of this Association are with him in his hour of sorrow. On the other hand I believe this Association should be congratulated on the worthy representative whom the Governor has appointed to speak in his behalf. (Applause.)

When our worthy president called upon me to come up here I hardly knew what to say, but it is my privilege to follow a "live wire," and I thought probably I could catch on the "tail of his kite," and go up just as high as he. We thank him for his kind words to the Illinois Pharmaceutical Association.

This association was organized primarily for the elevation of the profession of pharmacy thirty-three years ago. Each year has shown a slight growth until at the present time, I feel safe in saying that the Illinois Pharmaceutical Association stands, like the State of Illinois, second to none. (Applause.) In our legislative matters we have gained much, and we owe much to the State Board of Pharmacy.

I wish to thank the Secretary of State and the custodian of this building for tendering this courtesy to us. It is surely a pleasure to meet here, where probably we will be very seldom again. Of course we deeply regret the absence of the Governor. In recent years this Association has labored hard for better laws, and we have come to believe that the Governor of the State is a friend of the Association. The things for which we are striving are not only for the best interests of the pharmacists but for the best interests of the people of the State of Illinois, and the Governor seems to have recognized this fact. Every appointment that has been made on our Board of Pharmacy has been made according to the wishes of this Association.

I again thank the Secretary of State for his kindness in our behalf. (Applause.)

President Achelpohl:—Ladies and Gentlemen:—We have with us a very "hot" member, who is by the way, President of the I. P. T. A., Mr. John F. Hott.

Mr. Hott:—In behalf of the Illinois Pharmaceutical Travelers Association I wish to thank Mayor Schnepf and the Secretary of State for their kind words of greeting, and to assure them of our appreciation. We consider our part of the convention to furnish the amusement, and we have what we consider a continuous program. You won't find an idle moment in it and we want you to enjoy yourselves.

We also want to thank the druggists of Springfield, and the merchants, and Mr. Mitchell who have all given so generously of their time and energies to make this meeting the greatest in the history of the organization. Much good can be accomplished in this organization, and we are glad to see some new faces mixed with the old ones. I assure you that everything is ready, and would make the special request that you all stay until the curtain goes down Thursday evening. If you don't, you are going to miss something.

President Achelpohl:—I will now call upon Mr. Jas. W. Morrison of Chicago, representing the National Wholesale Druggists' Association.

Mr. Morrisson:—It is a great pleasure to extend to the Illinois Pharmaceutical Association the good wishes of the wholesale jobbers. We may have differences at times, but I trust we may always be able to smooth over those differences and I hope you may have a pleasant and profitable meeting. (Applause.)

President Achelpohl:—The Secretary has some messages of greeting from other associations which he will read.

The Secretary then read letters of greeting from The National Wholesale Druggists Association, The Woman's Organization N.A.R.D., Mr. Caswell A. Mayo, chairman of the Committee on Transportation of the A.Ph.A., Editor E. G. Eberle, of the Southern Pharmaceutical Journal and a telegram from Dr. H. M. Whelpley, also the following letter from Secretary Beal of the A.Ph.A.

Prof. W. B. Day, Secretary Illinois Pharmaceutical Association:

Please convey to the Illinois State Pharmaceutical Association in convention assembled, the greeting and hearty good wishes of the American Pharmaceutical Association.

The A. Ph. A. is the organization of pharmacy universal, that is, it aims to represent pharmacy as one of the Grand Divisions of human activity, and as such it recognizes a duty to every association and to every individual engaged in any branch of pharmaceutical work. It believes that each division of pharmaceutical workers should have its separate organization for the conservation of their special interests, and that the A. Ph. A. should be the one organization where all these sepa-

rate associations and divisions of workers can come together for mutual conference and co-operation upon problems that affect the whole body of pharmacy. It believes in state and local associations and one of the important resolutions adopted at its first meeting in 1852, called upon pharmacists everywhere to proceed with the organization of such associations.

In its nearly 61 years of existence it has stood constantly and without equivocation in favor of everything that is clean, ethical and honorable in pharmacy, and against everything unclean, unethical and dishonorable.

By its production of the National Formulary and its incorporation as a standard of the Food and Drugs Act it has given to the pharmacists of America the most powerful instrument they have ever had in their fight against prescription proprietaries; and by coming to the support of the Pharmacopoeia at a time when that volume had been largely abandoned by the Medical profession it conferred another benefit equally great upon both medicine and pharmacy, and through the research work of its Committee on the U.S.P. has contributed more than any other instrumentality towards making the latter one of the great pharmacopoeias of the world.

While its activities have been mainly along the line of professional pharmacy, and in behalf of education and for rational legislation, it has not forgotten the pharmacist's commercial necessities. While it has aimed to make its members better pharmacists, it has also endeavored to make them more successful as business men.

Every great name on the honor roll of American pharmacy of the past 60 years is to be found upon its membership record, and practically every American pharmacist of note of the present generation is inscribed among its members.

We are proud to note the fact that some of the most active and valuable members of your body are also among the most active and valuable members of the A. Ph. A., and we commend them to you as men who are a credit to the profession in your state.

Our 60th Annual Convention meets at Denver, August 19th to 24th, and we sincerely trust that your association will not only be represented by delegates, but that as many as possible of your members will meet with us and take part in our deliberations.

Wishing you a convention that shall be successful and enjoyable in

every respect, and that its results will add measurably to the great volume of useful work which your association has already accomplished for the benefit of the pharmacists and citizens of your State, I remain,

Sincerely yours,

J. H. BEAL,

General Secretary American Pharmaceutical Association.

Mr. Wells:—I think it is very likely that other state associations are having their conventions this week, and I move that the Secretary send a telegram of good wishes and congratulations, such as is customary, to such associations as are in session this week.

The motion was seconded and unanimously carried.

Mr. Dorland:—I am informed that Mr. Raeuber of the Wisconsin Pharmaceutical Association is with us today. If he is in the hall, I am sure the association would be glad to hear from him.

Mr. Raeuber:—Mr. President, Ladies and Gentlemen:—I am proud of the fact that I can appear before the Illinois Pharmaceutical Association. In our association I am the local secretary, the man who has all the trouble, and I have come here to learn something from your convention. (Applause.) We are somewhat younger than you, as our thirty-second annual meeting takes place at Delavan Lake, a very beautiful summer resort. For five years we have held our meetings at Elkhart Lake, another summer resort, but we decided this year to have a change, and are going to try to have an enthusiastic, successful meeting, full of life. About 60 per cent of the travelers that come to our convention, come to yours, as there are about 60 per cent of them that make both Wisconsin and Illinois, and most of them are from Chicago and Illinois.

So far I haven't heard any telegram of congratulations from our state, and I personally extend that congratulation and greeting to you on behalf of Wisconsin, and extend a hearty invitation to you all to visit our convention at Delavan Lake next week. There are many large hotels there, and there will be plenty of room, and I assure you that you will have the finest time in your life. I thank you. (Applause.)

President Achelpohl:—The next order of business is the President's address. Will Vice-President Wells take the chair?

Vice-President Wells takes the chair. President Achelpohl reads:

THE PRESIDENT'S ADDRESS

Fellow Pharmacists of Illinois: It is not without trepidation that I arise to present to you the President's Annual Address. So many presidents in the past 32 years, more able than I, have addressed you. I thank you for the signal honor which has been conferred upon me, and I thank each and every one of you for the many courtesies you have extended to me.

After an exhaustive review of our Pharmaceutical Journals, during the past year, it is evident that Pharmaceutical Chemistry, and its allied branches have more than kept step with the advance of science generally. But as a practical druggist, one who thinks he knows something about every-day drug business I say that there are today existing in our State, conditions that must be improved. All professions, with the possible exception of our Pharmacy, are overcrowded. We must demonstrate to young men that there is room in our profession; room for any energetic honest man, who has a good academic education to enter our field. Practice makes perfect, and the study of pharmacy can only begin in a retail drug store. I am in favor of the advocacy of a law, that any person who desires to become a registered pharmacist, should have from three to four years practical experience, and a complete course in one of our recognized schools or colleges of pharmacy. The young man of today, who desires to make an investment cannot do better or spend his time more profitably, than he will if he thoroughly prepares himself for his profession. The Pharmacist of today stands higher than he did thirty-three years ago, when this Association was first organized, for the reason that he has had the protection of the laws of the State, which became effective thirty-one years ago. At that time druggists entering business had no examination to pass. Those pioneers who had made history are now passing away, and their places are being filled by men who are registered by examination and who are largely graduates of pharmaceutical schools.

ORGANIZATION AND OUR ASSOCIATION

Our Treasurer informs me that while as an association we are not going backward, our growth has not been as rapid as it should be. We should and must have every active pharmacist in the State, in our membership. Our annual conventions are successful, both in attendance and in results but after we adjourn and return to our homes, we should not wait until a few weeks before the next convention assembles before we attempt to gain new members. We come to our annual conventions,

and we meet Bill, Jim and Charley, but we return to our homes and scramble for the Almighty Dollar. Let us make this coming year a record year for our Association. If the semi-annual meeting of the Executive Committee, which is a great factor in our work, is developed and its functions increased we might do better. We might add, each one of us, each week, one new member to our association. Let us all put our shoulders to the wheel and affiliate with the various city, county and state organizations. IN UNION THERE IS STRENGTH, and by pulling together a great deal more may be accomplished for pharmacy than is possible under present conditions.

LEGISLATION

Our association's chief activity has concerned the securing of just and equitable legislation, such that shall protect the public from incompetency and fraud, and shall give the pharmacist deserved protection in the practice of the professional side of his calling. Our Legislative Committee has worked hard in preparing suggestions, and recommendations for the improvement of our pharmacy law. The chairman of our Legislative Committee, Mr. Ralph Dorland, who deserves the highest commendation for his energetic and able efforts the past year, will present a report on legislation, for which I most earnestly request your careful attention. This Committee's report should receive the most careful consideration and should be fully and freely discussed.

TRADE INTERESTS

The Chairman of our Committee on Trade Interests, whose ability as an energetic member of our Association is too well known for me to comment upon, has prepared a most thorough paper on trade interests and price protection, and on such topics as co-operative buying, salesmanship, contract doctors, dispensing by doctors and office girls, handling side lines, etc. Let us give to Chairman Brunstrom and his Committee, an attentive audience, and profit by their labors.

U. S. P. AND N. F. PROPAGANDA

Our Association deserves and will secure the support of the great body of pharmacists just in so far as it is of service to pharmacy. A most important phase of our organization is the Propaganda for the prescribing by physicians of medicines of standard strength and quality and of known formulas. I bespeak for Chairman Mills, who has been untiring in his efforts for the past several years, and without remunera-

tion, that you give his report your careful attention and consideration. The work which he has undertaken is most important and should be followed up in all our local pharmaceutical organizations.

OUR COLLEGES OF PHARMACY

Well may you be proud of the work that has been accomplished by our colleges of pharmacy, who desire and should be accorded the fullest measure of support. They are working together harmoniously for the advancement of Pharmacy. We must not lose sight of the fact that the Legislature meets next year and a permanent home for the State University School of Pharmacy is an absolute necessity. For a number of years the special committee which has been appointed for the purpose of securing this appropriation has worked untiringly and this committee should be aided in making a vigorous effort at the coming Legislature, so as to make sure that this bill will pass.

NATIONAL ASSOCIATION OF RETAIL DRUGGISTS

This Association promotes the fundamental interests of Pharmacy. It has on every occasion, reinforced the efforts of this association in securing fair Legislation and possessing a powerful organization, its aid is effective. Its active weekly Journal, NOTES, is a power indeed. I have very little time indeed for any retail druggist who wants an itemized bill of benefits before paying his dues to the N. A. R. D. Every profession as well as every trade and even laborers have their state and national organizations and pay a great many more dollars in dues than does the retail druggist. The vocation of Pharmacy is such as to largely isolate the individual and his safety and only refuge is organization. I deem it the duty of all retail druggists to give this association moral and financial support. It is the greatest protection to their business that they can possibly have. Without the efforts of pharmaceutical organizations there would be no pharmacy law in the state, and the state would be overrun by fakirs and frauds of every description; every quack would open a drug store to cover his iniquitous practices.

AMERICAN PHARMACEUTICAL ASSOCIATION

The growth in membership and influence of the American Pharmaceutical Association, and the splendid development of its monthly Journal, under the able editorship of Secretary Beal, are among the most noteworthy features of pharmaceutical progress during the past year. No pharmacist who has the interest of his calling at heart,

should withhold his support from this association. Its publications far exceed in value the small amount of annual dues, while the work it is doing for Pharmacy, merits the most generous support. I urge every active member of the I. Ph. A. to join the A. Ph. A. Our association is to be congratulated on the fact that our worthy secretary, Mr. W. B. Day, has been elected President of A. Ph. A., and we may look forward hopefully to more progress under his leadership.

ITINERANT VENDORS

The itinerant vendor decision, although a severe disappointment to us, has, I believe, concentrated the thought and action of our members, to the end that at the next meeting of our Legislature, we may present a bill that will point out clearly to every member of the Legislature the fact that unlicensed and irresponsible peddlers of drugs must not continue in business in our State. The most stringent enforcement of the pharmacy law is an absolute necessity. Our Board of Pharmacy should and must have the assistance of every licensed pharmacist in its work.

OUR SHOW WINDOWS

There is no business today in which the good nature of its proprietor is and has been imposed upon, so much as that of the druggist. I hold that we are fully entitled to compensation for our windows, and I am pleased to say, that this is not being disputed by the manufacturers, or the advertising men, as the value of our location and window space are appreciated by all. To such of our members as James P. Crowley, who is President of the Merchant's and Manufacturers' Co-Operative Advertising Association, and B. A. C. Hoesler, who is Secretary and Treasurer, as well as to the Chicago Retail Druggists' Association, we are indebted for this reform, which is one of the great movements of today for the general betterment of the retail druggist.

STATE BOARD OF PHARMACY

It is a subject for congratulation that our Board of Pharmacy is now completed by the appointment of its full complement of members thereby removing all grounds for hostile criticism as well as greatly facilitating the work of this important body. The appointment of Messrs. Crowley and Wheatcroft, and the reappointment of Messrs. Christensen and Michels are in line with the recommendations of this Association,

and have met with general approval. Every pharmacist should clearly recognize his duty and give the Board of Pharmacy his unwavering support that the pharmacy law may be enforced justly and efficiently.

OUR HOSTS

The hospitality of our capital city is too well known to need mention, but our friends of the Sangamon County Retail Druggist's Association, have conspicuously succeeded in giving us an attractive amusement program which is so large a factor in the success in our conventions, and this year, our program is so arranged as to entirely avoid conflict with our business sessions, while at the same time offering elaborate and varied amusements. Speaking to the Travelers Association I do not exaggerate when I say that we cannot repay them, or thank them sufficiently for what they have done and are doing for our association. We are most deeply indebted to the I. P. T. A. the local pharmacists and the citizens of Springfield for the generous hospitality extended to us and their untiring efforts will make us look back on this convention for years to come with the most pleasant memories.

CONCLUSION

It is unnecessary for me as your President to urge upon you the importance of being punctual in attendance at our sessions. Our time as you are well aware has been greatly reduced. Let us have a full and free discussion of all matters of importance, but let us hesitate before we descend into personalities. Let us avoid politics, work together harmoniously, and remember for the coming year that the Illinois Pharmaceutical Association, must have more new members and that the year of 1913, is going to be the most prosperous in our history.

Vice-President Wells:—Gentlemen, you have heard the president's address. It is customary that the president's address be referred to a committee.

It was moved and seconded that a committee be appointed by the vice-president to report on the president's address. The motion was carried.

Vice-President Wells:—I appoint on that committee, Mr. I. M. Light, chairman, Mr. W. D. Duncan, Mr. J. J. Boehm, Mr. J. A. Topf and Mr. W. F. Baum; this committee to report tomorrow morning.

President Achelpohl, (resuming the chair.) The next will be the report of the Secretary.

Secretary Day read the following report:

REPORT OF THE SECRETARY

To the Officers and Members of the Illinois Pharmaceutical Association:

I have the honor to submit my annual report as Secretary:

The Association has closed its 32nd year and in spite of the increase in dues, which went into effect two years ago, the membership still remains in the neighborhood of one thousand. The revenues have been largely increased allowing of a wider sphere of usefulness on the part of the Association and the greater activity of its various committees. We have a substantial balance in the treasury.

At the present time we are carrying on our rolls 989 members, of whom at the present time 629 have paid their 1912 dues, one is exempt and 360 are in arrears. Of those in arrears 144 are for the present year only and 151 are for two years. 70 are in arrears for three years and will be suspended at the close of this meeting.

MEMBERSHIP

Members on the rolls at the close of the last meeting.....	1064
Deaths reported during the year	8
Resignations	23
Suspensions for non-payment of dues.....	92
New members	48

Present membership	989

FINANCIAL REPORT

The financial report which follows covers the fiscal year from June 1st, 1911 to May 31st, 1912 inclusive:

RECEIPTS

Dues—1909, \$1.00; 1910, \$5.00; 1911, \$172.00; 1912, \$1226.00;	
1913, \$10.00; total	\$1414.00
Advertising in Proceedings	260.00
Interest	45.00

.. .. . Total receipts.....	\$1719.00

There is no outstanding indebtedness against the Association.

EXPENDITURES

Voucher No.

318—H. M. Whelpley, Treas. Contribution to the Hallberg Fund...	\$ 50.00
319—G. C. Bartells, expenses attending meeting	10.00
320—O. F. Niethammer, prize essay	10.00
321—P. J. Forbrich, prize essay	5.00
322—H. I. Leith, Treas. N. A. R. D. contribution	201.00
323—Conkling, Price & Webb, premium on officers bonds.....	13.00
324—The Shaw Walker Co., filing cabinet	37.90
325—W. T. Robinson, letter heads and envelopes	10.75
326—W. B. Day, Sec'y., postage and incidentals.....	24.25
327—Pontiac Engraving Co., half tones	4.80
328—W. T. Robinson, printing and envelopes	30.50
329—Geo. P. Mills, Chmn. Propaganda Committee	100.00
330—Geo. C. Bartells, postage	1.00
331—Frank I. Miller, printing proceedings	188.23
332—W. B. Day, Sec'y. postage and incidentals for proceedings..	42.88
333—C. H. Achelpohl, expenses of trip to Executive Com. meeting	14.52
334—C. Brunstrom, expenses of trip to Executive Com. meeting..	6.90
335—W. F. Baum, expenses of trip to Executive Com. meeting...	4.92
336—T. B. Shaffer, expenses of trip to Executive Com. meeting...	6.04
337—A. S. Mitchell, expenses of trip to Executive Com. meeting..	7.40
338—Ralph E. Dorland, expenses of trip to Executive Com. meeting	10.72
339—S. M. Riggs, expenses of trip to Executive Com. meeting....	10.26
340—W. B. Day, Secretary, salary one-half year.....	150.00
341—N. A. R. D., printing proposed pharmacy law	14.00
342—W. T. Robinson, printing voting cards and bill heads.....	17.75
343—W. B. Day, Secretary, postage	26.00
344—W. B. Day, Secretary, exchange on checks	3.40
345—R. E. Dorland, expenses of Legislative committee, etc.....	20.00
346—R. E. Dorland, legislative committee expenses	145.00
347—W. B. Day, Secretary, salary one-half year....	150.00
348—M. E. Stuart, mailing notices and voting cards.....	25.00
349—W. B. Day, Secretary, postage and incidentals.....	16.90
350—W. T. Robinson, letter heads	2.75
351—John Mors Co., form letters	6.30
352—John Mors Co., form letters	8.00
353—W. T. Robinson, printing programs and invitations.....	18.00
354—W. B. Day, Secretary, postage, addressing, etc.	30.45

Total.....\$1423.62

The instructions given the Secretary at the last meeting have been carried out to the best of my ability. A suitable filing cabinet was purchased and a complete set of the Proceedings have been secured.

Through the kindness of former Secretary T. H. Patterson, the original papers of incorporation of the Association have been turned over to me.

The protest against the Shirley Stamp Tax Bill was made by letter to the Senators and Congressmen of Illinois and in nearly every instance the receipt of this protest was acknowledged by a personal reply. As you already know the Bill failed to pass, due, no doubt, to the efforts of this and other pharmaceutical associations.

DECEASED MEMBERS.

S. W. Culp, Morrisonville

J. C. Dunbar, Monmouth

D. W. Wilson, Kenilworth

A. T. Robertson, Ashmore

B. E. Webster, Benton

A. J. Wessman, Chicago

W. C. Simpson, Evanston

John Heiland, Chicago

Your attention is called to the death of Mr. Henry Biroth who although not a member of the Association at the time of his death, for he had retired from the drug business some years ago, was a very prominent figure in Pharmacy and was President of our Association in 1882-1883. Only last August he was elected Honorary President of the American Pharmaceutical Association. I have no doubt that our Association will pass suitable resolutions to honor his memory.

MEMBERS RESIGNED

H. J. Bauman, Dundee	R. A. Kuechler, Jacksonville
F. O. Christensen, Chicago	Geo. F. Loar, Lewistown
A. B. Clark, Galesburg	O. E. Marshall, Mt. Morris
G. W. Clinkenbeard, Champaign	Arthur Mester, Quincy
B. E. Crum, Middletown	Wm. J. Palacek, Chicago
C. R. Danielson, Chicago	L. F. Pate, Shelbyville
Victor H. Dumbeck, Silvis	John R. Pogue, Sullivan
H. E. Erickson, Chicago	A. N. Rinehart, Bloomington
J. E. Huber, Peoria	C. A. Sayre, Victoria
S. M. Hurst, Seaton	H. Schmidt, Chicago
J. H. Keeling, Rockford	Viggo Simonson, Downers Grove
Henry W. Kriechbaum, Rockford	Wm. M. Stafford, Tonica
J. C. Tolman, Gladstone	

NEW MEMBERS

Arkins, J. E., La Salle	Medlin, Will R., Butte, Mont.
Bond, Less, Dundee	McNamara, Thos. J. Ottawa
Butler, Frank J., Pontiac	Martin, Frank W., Chicago
Cline, John V., Marion	Millen, Justus T., Springfield
Coe, Allan J., Springfield	Moffett, H. M., Chicago
Cobb, T. H., Aledo	Nadherny, Louis J., Chicago
Collins, Stanley H., Chicago	Nichols, Edna F. (Mrs.), Green Valley
Fenn, C. W., Prophetstown	Ottens, Robert F., Chicago
Frisch, Jacob, Springfield	Phillips, J. Robert, Springfield
Flaherty, Ed. V., Springfield	Romano, A., Chicago
Fellham, J. H., Springfield	Raetz, C. E., Evanston
Griffitts, F. D., Ferris	Reber, George, Tremont
Guerten, George J. J., Chicago	Ruicker, F. H., Chicago
Greer, C. F., Centralia	Schlueter, A. G., E. St. Louis
Hills, Chas. E., Ottawa	Storck, Frank F., Chicago
Hadley, E. W., Mt. Carmel	Sell, E. A., Springfield
Helstrom, Andrew B., Chicago	Schneider, C. H., Orion
Karolewski, J., Chicago	Sprague, O. N., Pawnee
Kroh, F. H., Anna	Throgmorton, J. H., Flora
Katz, Samuel B., Chicago	Turner, Geo. E., Granite City
Kneever, Harry H., Chicago	Urban, John J., Chicago
Luken, Edw. E., Chicago	Venn, Henry L., Chicago
Lee, Arne E., Chicago	Wilkins, C. L., Tiskilwa
Lyons, Lucian D., St. David	Zapf, William, Springfield

Respectfully submitted, W. B. DAY, *Secretary*.

President Achelpohl:—It is the usual custom to refer the secretary's report to an auditing committee.

Mr. Crowley:—I move the report of the secretary be accepted and referred to an auditing committee, appointed by the chair.

This motion was seconded and carried.

President Achelpohl:—I appoint on that committee Mr. J. P. Crowley, Mr. J. A. Mahaffy, and Mr. B. A. C. Hoelzer

President Achelpohl:—We will now take vote on new members. A motion was made and seconded that the applicants whose names were read be elected to membership in the Association.

Mr. Dorland:—We have in Illinois 5000 active druggists. About 1100 or 1200 only are willing to join the Association and work for that Association. I believe our Association is weak in missionary work. We must get out and get new members, and not wait for them to step up and pay the \$2.00 dues. Go out and secure the united support of the druggists. Every registered druggist is wanted in our association and we fellows have simply got to get together and make a strong and concerted effort toward getting more members into the Association. We can't afford to have only 48 members join at the annual convention, we ought to have 300. We accomplish enough in practical results for the betterment of pharmacy to warrant every druggist in the state joining. It is simply a question of waking up and urging them to join. If every druggist that belongs to this Association would get one more druggist we would have 2500. I know one druggist can't call on all the druggists in the state, but if each one would make it a point to see the druggists in his town or neighborhood that are not members of the Association, and get at least one to join, we would soon increase our membership. This year we got 48 new members and last year 47. We must get together, and we must have a larger and stronger organization.

Mr. Wells:—It isn't hard to get new members. Druggists are proud to be asked to join the association. Every man that I ever spoke to and asked to join the Association, and told him the dues were only \$2.00, has responded, "Certainly I want to belong to it."

Mr. Riess:—I find it isn't hard to get members in the cities. We have got nearly every druggist in Rock Island and Moline. The problem is how to get members in the smaller places. In the cities where there is an organization, all you have to do is to go out and ask the

druggists in order to get them, but I find it is harder to get the druggist in the smaller or country towns.

Mr. Knoche:—I suggest we ask the I.P.T.A. to give us a hand. I think it would be a good thing to get them to help us out.

Mr. Garver:—The best way I have found is to get men to attend the meetings. After a man has attended a meeting, you couldn't keep him out of the Association. If our members would get other druggists from their home towns to come to the meetings, they would become enthusiastic members, and that would greatly increase our membership.

Mr. Denton:—I make the suggestion that each member make an especial effort during the coming year, and at least get one druggist to become a member.

Mr. Light:—Yes, we members who are here must wake up and go out and get members to join the Association this coming year.

Mr. Deck:—One remark made by Mr. Riess struck me very forcibly. He wanted to know how to get the country members. I am from Macoupin County, and I want to say I have watched the proceedings during the years I have been a member of this Association. I have attended most all the meetings, and when it comes to selecting your officers they are always selected from the cities. You don't have any from the country. They are always from Chicago, Quincy, Springfield, or Decatur, and the country members don't have any voice. Mr. President we are considering how to get these country members. I for one live out of the city, and I am ready to go to work among my fellows, but they must be interested. Some of our officers should be from the country towns.

President Achelpohl:—We will now have the treasurer's report.

Treasurer Bartells read his report as follows:

REPORT OF THE TREASURER

To the President and Members of the Illinois Pharmaceutical Association:

It is with pleasure that I present to you my fourteenth annual report and statement with vouchers and bills paid during the year just passed.

I am able to report a comfortable balance after all bills are paid up

to June 1st, an increase over last year of nearly three hundred dollars. Part of this is due to a reduction of the cost of printing the Proceedings, but credit should be given to our efficient Secretary in looking after the interests of the Association.

I am glad to be able to retire from the office of Treasurer, leaving the Association in a much stronger financial condition than when I assumed the office fourteen years ago. (See report of 1888). As I have ceased to register as a pharmacist and do not anticipate again going into the business, I am not eligible and you will select a successor from among your members.

I shall not lose my interest in the Association's success, nor abate one bit of my love for the individual members who have shown me many kindnesses and much consideration all these years. God bless you all and grant you all well-deserved success. I am,

Respectfully,

(Signed) GEO. C. BARTELLS, *Treasurer*.

George C. Bartells, treasurer, in account with Illinois Pharmaceutical Association from June 1, 1911, to May 31, 1912.

June 1, 1911, to cash on hand	\$ 969.94
Nov. 4, 1911, to cash received from Secretary Day.....	59.55
Dec. 1, 1911, to cash received from Secretary Day.....	42.88
Dec. 7, 1911, to cash received from Secretary Day.....	296.57
Dec. 9, 1911, to cash received from Secretary Day.....	15.00
Jan. 10, 1912, to cash received from Secretary Day.....	500.00
Feb. 22, 1912, to cash received from Secretary Day.....	347.15
May 11, 1912, to cash received from Secretary Day.....	325.95
June 1, 1912, to cash received from Secretary Day.....	86.90
June 1, 1912, to cash as interest on bank deposit and bonds to July 1, 1912	45.00
June 1, 1912, to school bonds (permanent fund).....	600.00
Total	<hr/> \$3288.94

By voucher No. 318, paid	\$ 50.00
By voucher No. 319, paid	10.00
By voucher No. 320, paid	10.00
By voucher No. 321, paid	5.00
By voucher No. 322, paid	201.00
By voucher No. 323, paid	13.00

By voucher No. 324, paid	37.90
By voucher No. 325, paid	10.75
By voucher No. 326, paid	24.25
By voucher No. 327, paid	4.80
By voucher No. 328, paid	30.50
By voucher No. 329, paid	100.00
By voucher No. 330, paid	1.00
By voucher No. 331, paid	188.23
By voucher No. 332, paid	42.88
By voucher No. 333, paid	14.52
By voucher No. 334, paid	6.90
By voucher No. 335, paid	4.92
By voucher No. 336, paid	6.04
By voucher No. 337, paid	7.40
By voucher No. 338, paid	10.72
By voucher No. 339, paid	10.26
By voucher No. 340, paid	150.00
By voucher No. 341, paid	14.00
By voucher No. 342, paid	17.75
By voucher No. 343, paid	26.00
By voucher No. 344, paid	3.40
By voucher No. 345, paid	20.00
By voucher No. 346, paid	145.00
By voucher No. 347, paid	150.00
By voucher No. 348, paid	25.00
By voucher No. 349, paid	16.90
By voucher No. 350, paid	2.75
By voucher No. 351, paid	6.30
By voucher No. 352, paid	8.00
By voucher No. 353, paid	18.00
By voucher No. 354, paid	30.45
June 1, 1912, by cash on hand	1265.32
June 1, 1912, school bonds	600.00
Total	<u>\$3288.94</u>

Respectfully submitted,

GEORGE C. BARTELLS, *Treasurer.*

President Achelpohl:—According to the usual custom the treasurer's report will take the same course as the secretary's report, and be referred to the auditing committee already appointed.

Mr. Crowley:—I move that a rising vote of thanks be tendered our treasurer, Mr. Bartells, for his past faithful service. (All rise.)

Mr. Stuchlik:—I move that we elect Mr. Bartells an honorary member of our Association.

The motion was seconded and unanimously carried.

President Achelpohl:—We will now have the report of the Local Secretary, Mr. Mitchell.

Mr. Mitchell:—Mr. President and members of the Illinois Pharmaceutical Association, about the only report the local Secretary has to make is that we are still on earth. However, in this connection I have to report that the principal part of a local secretary's business concerns the entertainment features, and in this connection I wish to say every druggist in the city of Springfield has co-operated to make these entertainments a success. All worked together with that end in view without exception. I don't know any other report I can make. (Applause.)

Secretary Day:—By way of supplementing Mr. Mitchell's report concerning the entertainment, I note there is to be a banquet of the alumni to be held in the ordinary of the St. Nicholas Hotel. Mr. Mills, president of the University of Illinois Pharmacy Alumni who is compelled to be absent, was anxious to have me look after this function. Mr. Baumann has the arrangements for this alumni banquet in hand. It is for the alumni of all the schools,—not of any one school, but of all, and we will be glad to have as many as will attend this alumni affair give in their names, so that the hotel management may know how many they will be called upon to serve. Therefore, those who wish to attend this alumni reunion please hand in their names to me at any time this afternoon or tomorrow morning. The banquet will be held at six o'clock tomorrow evening.

Mr. Mitchell:—In this connection I wish to say that the Bell Telephone Co. has extended to the members of the I.P.A. and I.P.T.A. the courtesy of free long-distance service, between the hours of 6 P. M. and 8 A. M., over the telephone in the stenographer's room at the St. Nicholas Hotel.

Another announcement I have to make is that on account of Mrs. Deneen having been called away by the sudden death of her brother-in-law, that the reception for the ladies which was to have been held at the Executive Mansion tomorrow afternoon from 4 to 6, is changed to a reception at the country club at 3:30 instead of 4. We have made arrangements for special cars to take the ladies to the Country Club, and it is imperative that the ladies be on hand promptly as we cannot hold the cars on the main line as they would interfere with the traffic. Ladies are to take the cars at 5th and Jefferson streets. I also wish to state that all of those who are going to attend the dance should be ready by 8:30 as cars and transportation will be ready at that time at 5th and Jefferson streets.

President Achelpohl:—The next order of business is the report of the Executive Committee by W. B. Day, Secretary.

MINUTES OF THE EXECUTIVE COMMITTEE

The semi-annual meeting of the Executive Committee was held at the office of the Secretary in Chicago on Tuesday afternoon, November 21st, 1911.

President C. H. Achelpohl called the meeting to order at 2.30 o'clock. There were present of the Committee, J. F. Forbrich, J. A. Mahaffy, P. J. Forbrich, J. P. Crowley, L. P. Larsen, W. H. Brown, and T. F. Cannon of Chicago, George P. Mills of Evanston, T. B. Schaffer of Oneida, W. F. Baum of Danville, S. M. Riggs of Atwood and A. S. Mitchell of Springfield, also Chairman R. E. Dorland and I. M. Light of the Legislative Committee, Chairman C. Brunstrom of the Trade Interests Committee and by invitation C. H. Avery, Wilhelm Bodemann, E. A. Lahl and A. W. Hobart.

Following the roll call, President Achelpohl, stated that Mr. Bodemann had some suggestions concerning legislative affairs that he desired to offer to the Executive Committee for consideration. The first of these Mr. Bodemann said related to the pre-requisite clause which he believed to be the most important feature of the proposed changes in the pharmacy law. Mr. Bodemann suggested that a vote to be taken by the pharmacists of the State in connection with the voting cards for Board of Pharmacy and Advisory Board which are soon to be mailed. The second concerned the non-appointment of members of the Board of Pharmacy. Messrs. Dorland, Mahaffy and others discussed these suggestions which upon motion of Mr. Larsen were referred to the Legislative Committee.

Mr. Ed. Lahl, Secretary of the Illinois Pharmaceutical Traveler's Association was called on for information regarding the coming convention at Springfield. Mr. A. S. Mitchell of Springfield, also spoke of plans for the Springfield meeting and after some discussion the date for the meeting was set as Tuesday, Wednesday and Thursday, June 11, 12 and 13, 1912. The selection of headquarters was left with a committee consisting of the president and secretary of the I. Ph. A., and the local secretary and the president and secretary of the I. P. T. A.

Secretary Day reported that while the Board of Pharmacy is willing to send the dues notices of the Association with its renewal notices, free of expense to the Association, it was found that sending out our voting card and reply envelope with the registration certificates would put the Board at an additional expense for postage of two cents for each letter or \$110.00 for the letters sent to 5500 registered pharmacists in the State. This comes about because of the enclosure of a copy of the revised pharmacy law with each certificate. Mr. Avery explained that the Board had distributed the cards and envelopes for years without expense to the Association but that the situation this year was an unusual one, and the funds at the disposal of the Board made no provision for an increased expenditure.

Mr. Crowley said that in his opinion the Association should meet this expense. The By-laws provide that these voting cards shall be sent to all the registered pharmacists of the state, which was possible only through the assistance of the Board of Pharmacy; he moved that \$110.00 be appropriated for this purpose and paid to the Board of Pharmacy. Mr. Light seconded this motion and it was carried without dissent. (Afterward it was found that by omitting the reply envelope, the excess postage would be avoided, so this was done.)

Upon motion of Mr. Light, \$300 was appropriated for the Propaganda Committee.

After a discussion of the needs of the Legislative Committee, \$300.00 was appropriated for that Committee. Mr. Mahaffy moved that the out-of-town members who had attended this meeting of the Executive Committee have their railroad fare reimbursed. Carried.

A motion was offered that the Executive Committee recommends to the Association that the railroad fare of non-resident members of the Committee and chairmen of standing committees who attend the semi-annual meetings of the Executive Committee be reimbursed by the Association. Carried.

Chairman Dorland asked for suggestions regarding the work of his committee (on Legislation). Mr. Wells, Mr. Light, Mr. Mahaffy, President Achelpohl and others offered suggestions particularly as to the pos-

sibility of securing an amendment which would do away with the itinerant vending of medicines.

The President then called for the nominations for the voting cards, which were made, and the President and Secretary were authorized to fill the vacancies. The list follows:

Nominations for the Board of Pharmacy Voting Card:

J. H. Wells, I. M. Light, J. T. Lueder, Paul Finninger, J. J. Chwatal, L. J. Pelikan, Wm. Bock, George J. Kappus and N. George Fry of Chicago. C. E. Rennecker, Wilmette; F. A. Daniels, Woodstock; Gus Kirchner, DeKalb; Thos. Sullivan, Dixon; August Beger, Nauvoo; C. S. Randolph, Ipava; O. D. Ehrlicher, Pekin; C. W. Minshall, Colfax; H. B. Rowe, Paris; S. M. Riggs, Atwood; J. F. Shreve, Jacksonville; C. E. Bauman, Springfield, Thomas Knoebel, E. St. Louis; W. C. Irwin, Salem; E. M. Cates, Wayne City; E. Foreman, Cobden.

Nominations for the Advisory Board Voting Card:

David Zamentowsky, John Bakkers, B. S. Cooban, C. W. Baker, C. G. Foucek, S. J. Jeruzal, A. G. C. Ackerman, B. A. C. Hoelzer. Jos. Hottinger, of Chicago, J. V. Lee, Evanston; Edwin Hall, Elgin; W. D. Duncan, Ottawa; C. F. Houser, Lena; Geo. W. Sohrbeck, Moline; E. T. Granacher, Quincy; C. F. Lilly, East Peoria; S. D. VanDeventer, LeRoy; F. E. Blake, Watseka; W. M. Downey, Decatur; W. H. Garrison, Pearl; W. B. Graham, Carlinville; A. G. Schleuter, E. St. Louis; Wm. Rode, Brownstown; L. L. Smith, McLeansboro; W. W. Parks, DuQuoin.

The meeting then adjourned.

W. B. DAY, *Secretary*.

Secretary Day:—I would add that the meeting of the Executive Committee is held in November every year and all business not attended to at the annual convention is taken care of at this executive committee meeting. The executive committee is composed of the officers of the Association and one member from each congressional district, twenty-five in all. The chairmen of the standing committees are also invited to participate.

Mr. Mahaffy:—Mr. President, this report carries a motion adopted by the executive meeting recommending that hereafter the railroad fare of a non-resident member of the executive committee who attends the semi-annual meeting be re-imbursed by the Association. My point was to include only members of the Executive Committee with the chairmen of standing committees. The idea was to convey in that motion members of the executive committee, and not persons who were members of the Association and who happened to visit the executive meeting.

Secretary Day:—The report of the Executive Committee states that the motion includes members of the executive committee, or chairmen of standing committees, non-resident in Chicago.

Mr. Light:—We ought to take a vote on the report of the Executive Committee. This action was to be confirmed by this body. I move that the report of the executive committee be approved and adopted.

Mr. Mahaffy:—I second the motion.

The question was put and the motion was carried.

Mr. Wheatcroft:—Would that include the expense of a sleeper where it is necessary to travel by sleeper?

President Achelpohl:—I suppose there would be no objection to that.

President Achelpohl:—Next is the report of the Advisory Board.

Secretary Day:—In the absence of Mr. Fry, I will read the report which is very brief.

THE REPORT OF THE ADVISORY BOARD OF THE UNIVERSITY OF ILLINOIS SCHOOL OF PHARMACY

To the President and Members of the Illinois Pharmaceutical Association:

Since our report a year ago the term of Mr. H. W. Giese of Bloomington has expired and Mr. Herman Fry, who received the highest vote in the balloting last year has been appointed by the President of the University to the vacancy.

The annual meeting of the Advisory Board was held in conjunction with the Faculty of the School on April 25, 1912. The affairs of the School were discussed with the Faculty. The School has had a prosperous year, the enrollment being one hundred and ninety students and the graduating class numbering thirty-four.

Respectfully submitted,

(Signed) HERMAN FRY,
F. LUEDER.
E. H. LADISH.

It was moved and seconded that the Report of the Advisory Board be accepted. Carried.

President Achelpohl:—We will now have the report of the Special Committee on the School of Pharmacy Appropriation.

Secretary Day:—Mr. Mares, chairman of this committee, is absent and he sent me his report, which, with your consent I will read.

THE REPORT OF THE SPECIAL COMMITTEE ON APPROPRIA-
TION FOR THE UNIVERSITY OF ILLINOIS SCHOOL
OF PHARMACY

To the President and Members of the Illinois Pharmaceutical Association:

Since our annual report a year ago the Appropriation Bill for the University of Illinois carrying an item of twenty thousand dollars for the biennial period was signed by the Governor and the School of Pharmacy has had the assistance of the appropriation above mentioned for the past fiscal year.

It was not thought wise to make any further effort toward securing a permanent home for the School of Pharmacy at the special session of the Legislature. Your Committee recommends, however, that a strong effort be made toward this end at the coming regular session of the Legislature next January and that either a new committee be appointed or the old re-appointed and suitable provision for the expenses of the Committee be made so as to enable it to get to work as early as possible. While the present location of the School is quite suitable, yet the fact remains that rented quarters are unsatisfactory in many ways especially as no permanence is assured thereby. The next session of the Legislature, coming as it does after the National election, would seem to be a favorable time to push this demand for an appropriation for the School such as will provide a permanent home for the Institution.

Respectfully submitted,

(Signed)

F. M. MARES,

THEO. C. LOEHR,

ANDREW SCHERER, Secy.

Mr. Mathison:—I move the adoption of the report, and the continuance of the present committee.

The motion was seconded and carried.

Secretary Day:—I have a letter from the National Association of Pharmacologists. It is rather long, and I will not take time to read it. It has to do with the recommendation that Illinois as far as possible exchange certificates of registration as registered pharmacist with other states, and asks us to do what can be done in regard to this. I understand the members of the Board of Pharmacy are moving along this line and taking such action regarding reciprocity as seems feasible and desirable.

It was moved and seconded that the letter be received and placed on file. Carried.

It was moved and seconded that the meeting adjourn until 10 o'clock in the morning, Wednesday, June 12, 1912

Carried.

The session adjourned.

SECOND SESSION

WEDNESDAY MORNING, JUNE 12th

The Association re-convened at Arion Hall at 10:00 A. M.

The meeting was called to order by President Achelpohl.

President Achelpohl:—Gentlemen, before beginning business there are some announcements to be made.

Mr. Mitchell:—Gentlemen, I was requested to announce that the Travelers' Association is in session in the Senate Chamber at the present time.

At 1:30 this afternoon at the corner of the St. Nicholas Hotel a photograph of the Association will be taken, and we would like to have you all in this photograph.

Those who expect to remain over for the picnic tomorrow will please leave an order at the hotel for a box lunch as this will save the management a great deal of trouble.

Secretary Day:—I have a number of telegrams of congratulation and good wishes.

Secretary Day then read telegrams from the Nebraska Pharmaceutical Association, by J. C. McBride, secretary; The Georgia Pharmaceutical Association and Mr. J. C. Wallace, chairman of the Section on Education and Legislation of the A. Ph. A. also a letter from Mr. C. E. Wilson, editor of The Pill.

Mr. Dorland:—I am going to keep up this campaign for new members for this Association until I get some definite results. Yesterday it was suggested that the Travelers would be the very medium to use in gaining new members. I think it would be a very good proposition for us to offer some sort of a prize to the Traveler, and also the Druggist, securing the greatest number of members, and stipulate that every new member must be personally solicited by the party handing in his application. Otherwise the effect of our prizes would be lost. We must have more members in this Association. The Travelers are holding their only meeting this morning, and if we are to get this matter before them we must act at once. Therefore, I suggest that we send a Committee over to I. P. T. A. meeting to see what they think of this proposition. I think this matter is more important than any other before us, and I urge that we bring it to some definite conclusion.

Mr. Mathison:—I move that a prize of \$25 be offered to the one bringing in the most members. I have simply stated this amount to get it in shape to vote upon and you can vote it either up or down. I am not arbitrary about the amount.

Secretary Day:—Mr. Mathison, we have had some experience in school in offering prizes, and I believe it would be more feasible to offer a medal instead of money. Would you be willing to have me amend the motion making it a gold medal for the first prize and a silver medal for the second.

Mr. Mathison:—I would.

Mr. Mitchell:—I have had a little talk with several of the gentlemen

in regard to offering a medal for prize to the Travelers Association for the greatest number of new members to our Association, and the majority seemed to think that while the medal would be appreciated, still it would not be useful, so I believe it would be better to have a pretty stick-pin or a gold watch, or gold cuff buttons, or anything in that line that one wears all the time and would be glad to have. I am simply offering this as a suggestion. It could be decided later what particular articles were to be given.

Mr. Garver:—I move that we vote a certain amount of money to be used in getting the prizes for such a contest, and leave to the decision of the Secretary and President what the prizes should be as it would take us too long a time to decide it here. I move that a certain amount of money not to exceed \$50 be appropriated to be used according to the discretion of the President and Secretary in providing these prizes for the Travelers.

The motion was seconded and carried.

Mr. Dorland:—I move a Committee be appointed to await on the Travelers' meeting, now in session, and acquaint them with the motion passed and urge upon them the necessity of organization.

Mr. Lescher:—I move that Mr. Dorland be appointed a Committee of one.

Mr. Lescher's motion was seconded and carried.

Mr. Wells:—I move that Messrs. Avery and Cannon be appointed to assist Mr. Dorland.

This motion was seconded and carried.

President Achelpohl:—I appoint as a committee to wait on the Travelers and inform them of the motion just passed, Mr. Dorland, chairman, Mr. Avery, Mr. Cannon and Mr. Mathison.

President Achelpohl:—The next order of business is the report of the Auditing Committee.

Chairman Crowley then read the following report:

REPORT OF THE AUDITING COMMITTEE

To the Officers and Members of the Illinois Pharmaceutical Association:

Your Committee appointed to audit the books of the Secretary and Treasurer, begs to submit the following report:

After carefully looking over the vouchers, receipts and stubs of both Secretary and Treasurer we find their reports correct. The books of this Association are clean and well kept.

Your committee believes this Association should in some manner express its appreciation for the long and faithful service of Treasurer George C. Bartells, who has served this Association for the past fourteen years and safely guarded our funds without compensation.

Your committee recommends that the expenses of the Treasurer to this meeting be paid, also that the future Treasurer be paid a nominal salary to comply with the requirements of the bonding company.

Your committee further recommends that in the future the bank account be kept in the name of the Illinois Pharmaceutical Association.

Your committee further recommends that the incoming treasurer open a new set of books with a cash balance of One Thousand Eight Hundred and twenty-Seven Dollars and Eighty-two Cents. (\$1827.82.)

Respectfully submitted,

(Signed)

JAMES P. CROWLEY, *Chairman.*

B. A. C. HOELZER,

J. A. MAHAFFY.

It was moved and seconded that the report of the Auditing Committee be approved; the motion was carried.

President Achelpohl:—In order to get the prize essays before the committee, I appoint Mr. Garver, Mr. Gain and Mr. Dunlap to award the prizes.

Secretary Day:—These prize essays were to come up at this morning's session, but the Committee couldn't very well report on them this morning, owing to lack of time, so I would suggest that it report immediately after the afternoon session. It will only take a short time to look over the essays since they are typewritten. So far only two essays have been offered. If there are any others I would like to have them. I will now turn these two over to Mr. Garver and ask his committee to report immediately after the convening of the afternoon session.

Mr. Garver:—May I ask that some kind of an identification mark other than the author's name be put on each essay, so that the Committee will not know on whose essay it is reporting.

Secretary Day:—We can do that.

Vice-President Wells then took the chair while the report of the committee on President's Address was read.

REPORT OF THE COMMITTEE ON PRESIDENT'S ADDRESS.

To the Members of the Illinois Pharmaceutical Association:

Your committee to whom was referred the president's address beg leave to submit the following report:

We heartily concur in the many wise recommendations made by our president.

Recommendation for higher requirements for licentiates in pharmacy meets our approval.

We coincide with the recommendation that all our members work for a permanent home for the State School of Pharmacy.

We agree with our president with reference to the N.A.R.D., the A. Ph. A. and kindred organizations, and especially to the service *Notes* has given to retail druggists.

We look with favor upon the plan for remuneration for the use of druggists windows for advertising as promulgated by the Merchants and Manufacturers Co-operative Advertising Co.

Respectfully submitted,

ISAM M. LIGHT, *Chairman.*

J. A. TOPP,

W. F. BAUM

WM. D. DUNCAN.

It was moved and seconded that the report of the Committee be adopted. The motion was carried.

President Achelpohl (resuming the chair):—We will now have the report of the Committee on Trade Interests.

Mr. Brunstrom, Chairman, read the following:

REPORT OF COMMITTEE ON TRADE INTERESTS

To the Officers and Members of the Illinois Pharmaceutical Association:

Your committee has found it a difficult task, to prepare a report, which would compare with the splendid reports of the previous committees, at the same time, bring out new thoughts and ideas of value for the up-to-date druggists of today.

TRADE CONDITIONS

The trade conditions throughout the State, have shown marked improvement, since our last annual meeting, in spite of this being a presidential or so called "off" year, and all signs point favorably to a prosperous year.

The druggists of today are becoming, through superior education and business training, better pharmacists and business men, better buyers and advertisers, hence better salesmen, and instructors of salesmanship to their clerks. Great care should be taken, to watch the market, as many drugs and articles are being sold at too low a figure, in fact, at a loss, owing to increased wholesale cost. A good suggestion is, to revise and follow the N.A.R.D. schedules, and thereby save money.

BUSINESS METHODS AND SALESMANSHIP

Time has evolved business generals, in the retail drug trade, the same as in other lines, and the druggist of today, must not only be a pharmacist, but he must have an insight into the profession of business. There is little chance for the incompetent, in the retail drug line, perhaps less than in any other line of retail trade. The public would never stand for his compounding their prescriptions, and then the laws would not allow it even though he had the nerve to attempt it, and the fact that he is incompetent, would keep him from securing competent men to conduct his business, and when they can not conduct a respectable drug business, they try the itinerant vender business.

ITINERANT VENDER

Right here I tell you, we must try and keep the "Jack-of-all-trades" out. The druggists of our great state, should try and put an end to the itinerant vender bills in the legislative halls, and the way to do it, is through the ballot box. Not all druggists are corrupt or dishonest, the percentage is very small, and the great mass of druggists are honest to the core, but, just as there are quacks among doctors and lawyers, so there are dishonest men in the drug business, but you don't find them in the I. P. A. If we could get every druggist in the State to join our Association we could soon oust the itinerant vender, and correct many other faults.

SPECIALIZING

The up-to-date druggist who is specializing, is the one who is coming to the front. Specializing will bring you more money than handling some article that is patented or over-priced. Get behind your own specialty and push it.

CO-OPERATIVE BUYING

Co-operative buying is also one of the solutions of success, either by forming local buying clubs, or being actively interested in our different national co-operative institutions, of which we have several, that are reliable and successful, officered by the best association members in our profession today, the latest of which is our Co-operative Cigar Factory, which puts profits in your cash register. There are several large co-operative concerns in the drug line, familiar to all of you, that spell profits for you, if a member, as every druggist should be. You can push your own make goods, of highest quality, and the goods of our reliable co-operative concerns, and back them up by a money back guarantee. Here also is where salesmanship takes an active part. The druggist should infuse the spirit of enthusiasm into himself and the clerks, and show them the difference in selling profitable own make or co-operative high quality goods versus, overpriced and unprotected goods.

ORGANIZATION

In organization of druggists for the betterment and protection of our business interests, we have the best weapon obtainable, whereby the rights of the individual can be secured. "United we stand, divided we fall," is true of organization, in our business as well as others.

One of the greatest organization assets we have today, is membership in our National, State and Local Associations, and the benefits derived therefrom are immeasurable. On the desk of every progressive druggist today, should be found the standard works for the American pharmacist, N.A.R.D. Notes and The Journal of the American Pharmaceutical Association, thoroughly read and digested, besides other worthy journals.

DISPENSING BY DOCTORS AND OFFICE HELP

One of the greatest evils, we have to contend with, is undoubtedly, the dealing out of medicines by the doctors and their unqualified office help. Why in the name of common sense should they be allowed to dispense without the proper training and qualifications, any more than the druggist, who must spend years of his time, money and study, to learn a profession and then receive no protection. This is too deep for this Committee, and we will turn it over to our able Legislative Committee to supply the remedy. In manufacturing cities, there exists what is called, the Shop or Contract Doctor, who furnishes his services and medicine at a certain fee, thereby, eliminating the drug store entirely.

PROPAGANDA AND GET-TOGETHER MEETINGS

These go hand in hand, and have brought a more pleasant aspect to our prescription file, and the effect of this work has worked wonders in Illinois and greater results are still to follow. The activity of the N.A.R.D. in this respect is every where visible, and has largely increased profits and trade, in every section, where the work has been carried on conscientiously, besides improving the spirit of good fellowship, between Physician and Pharmacist. Every local association should send the N.A.R.D. propaganda literature to all the physicians in their vicinity, and follow up with "Get-together" meetings, which can not help but be of mutual advantage.

We hope to see the scope of the Propaganda work carried on by our national association enlarged, and backed up by our state and local organizations, resulting in the nostrum dealer receiving his quietus.

The dispensing doctor was created largely by the unscrupulous pharmaceutical houses, who solicit their business, and have a ready made cureall for every ill, and it is up to the druggist to buy as little as possible from such houses, until they discontinue this ruinous practise, and urge our doctors to prescribe U.S.P., and N.F. preparations, of genuine merit, insuring good results. Pastmaster of Propaganda Mills, will treat more fully and intelligently, on this subject.

NEW PRICE PROTECTIVE PLAN

Our state and national executive committees have been very busy, the past year formulating legislative matters, and as Miles and Freeman, and now, the N.A.R.D. through its able attorney, have shown us that price protection is possible and paved the way for us, let us all go after it with a will, and accomplish our aim. Recent issues of Notes, have gone over this work very thoroughly, and we refer you to them.

EARLY AND SUNDAY CLOSING

The early closing of drug stores at night and at least partial of Sunday, if not all day closing—on Sundays and holidays, is gaining much ground, which is as it should be, and the druggist is realizing more and more that this movement is a necessity, as regards his health, his clerks, and the duty he owes to his family. The public are being educated to it, and the "Shop Early" slogan is gaining yearly.

The druggists of Wisconsin and California are making rapid strides in early and Sunday closing, and it is opportune for our great state of Illinois to do likewise.

OUTLOOK FOR THE FUTURE

The future outlook, seems exceedingly bright, still it is necessary that the druggists become still better organized, and work in greater harmony, for the "Only Way" to secure better conditions—is by a united and compact organization, and perfect harmony.

In handling this question of Trade Interests, we have endeavored to be as brief as possible, covering part of the field, showing conditions as they exist, and relying on the wise judgment of the members of our Association to suggest and put into force the proper remedies. Lastly, urge your druggist friends to join our Association and receive its benefits, and then let the I.P.T.A. and Chicago Social Drug Club make us all happy.

Respectfully submitted,

C. BRUNSTROM, *Chairman.*

WM. D. DUNCAN.

CHRIS GARVER.

Mr. Baum moved the adoption of the report. The motion was seconded and carried.

President Achelpohl:—We will now have the report of the committee on Board of Pharmacy Records, Mr. P. D. Roark, Chairman.

Mr. Roark read this report:

REPORT OF THE COMMITTEE ON BOARD OF PHARMACY RECORDS

To the President and Members of the Illinois Pharmaceutical Association:

Your committee on Board of Pharmacy Records beg leave to submit the following report:

The committee meeting was called by the chairman for May 23, 1912, but it was impossible for any of the members to be present except the chairman. About all that could be done regarding the records was to take the statement of Mr. A. McE. Ball, Public Accountant, made to Honorable J. S. McCullough, Auditor of Public Accounts. Mr. Ball's statement covers the time up to July 1, 1911, and is made a part of this report.

The Secretary very kindly extended all the assistance possible to your committee, and we wish to compliment him on his able administration of the office.

Springfield, Ill., September 15, 1911.

Hon. J. S. McCullough, Auditor of Public Accounts.

Dear Sir:—Acting under your instructions I have audited the accounts of the Illinois State Board of Pharmacy for the six months ended June 30, 1911, and herewith submit my report thereon, accompanied by a statement of Receipts and Disbursements for the above period.

This audit is a continuation of one I made up to December 31, 1910, under the supervision of C. M. Tinney, Department and Institution Auditor.

The amount payable to your office on July 1, 1911, is \$6,057.17 and a check for the amount is handed you herewith.

Interest on the amount from July 1, 1911, to September 15, 1911, has not yet been collected but will be collected and shown as a receipt for the current period.

I am pleased to state that the accounts of this department have been kept in a most intelligent manner.

All liability previous to June 30, 1911, so far as could be ascertained, has been taken care of and the vouchers were neatly and accurately kept.

Every courtesy was extended to me during the period of my work in this department.

Respectfully submitted,

(Signed)

A. MCE. BALL, *Public Accountant.*

ILLINOIS STATE BOARD OF PHARMACY

Statement of Receipts and Disbursements for the Six Months ended June 30, 1911.

RECEIPTS

Balance on hand January 1, 1911.....	\$2,978.59
Registered Pharmacists by examination, @ \$5.00.....	\$540.00
Registered Pharmacists, renewals, @ \$1.50.....	7,971.00
Registered Pharmacists, renewals, @ \$3.00.....	66.00
Registered Pharmacists, renewals, @ \$5.00.....	25.00
Registered Pharmacists, delinquent fees.....	61.50
Registered Pharmacists, application for examination, @ \$5.00.....	1,160.00
Assistant Pharmacists, by application for examination, @ \$5.00.....	485.00
Assistant Pharmacists, renewals, @ \$1.00.....	789.00
Assistant Pharmacists, renewals, @ \$2.00.....	18.00
Assistant Pharmacists, renewals, @ \$4.00.....	8.00
Assistant Pharmacists, application for examination, @ \$5.00.....	740.00
Assistant Pharmacists, delinquent fees.....	6.00
Local Pharmacists, application for examination, @ \$5.00.....	15.00
Apprentice Pharmacists, applications, @ \$2.00.....	758.00
Registered Pharmacists, reciprocal fees, @ \$15.00.....	140.00
Certifying to grades.....	17.00

ILLINOIS PHARMACEUTICAL ASSOCIATION

Duplicates	7.00	
Fines Collected	165.00	
Interest on Deposits	97.82	13,069.32
		<hr/>
		\$16,047.91
Salaries	3,110.00	
Per Diem Board Members	1,260.00	
Traveling Expense	905.54	
Committee on Complaints and Prosecutions	2,021.22	
Printing and Stationery	308.63	
Freight, Drayage and Express	27.71	
Telephone and Telegraph	70.19	
Fees refunded	30.00	
Postage	405.00	
Chicago Office	534.48	
Examination Supplies	353.37	
Rentals	399.96	
General Expense	564.72	
		<hr/>
		9,990.82
		<hr/>
		\$6057.09

Add

Check No. 6003 for \$79.08 was paid as \$79.00, difference08
Amount due Auditor P. A. as on June 30, 1911	\$6,057.17

Your committee is informed that the committee on Board of Pharmacy records was created by this Association many years ago, when the accounts of the State Board of Pharmacy were not audited annually by any representative of the State Government.

Your committee is also informed that following the creation of the committee on Board of Pharmacy records the accounts of the secretary and treasurer of the Board of Pharmacy were audited annually by an expert accountant from Chicago, and that the committee on Board of Pharmacy records had access to the audit for the purpose of formulating its report to the Association. At that time the Board of Pharmacy was, we believe, the only department of the state government that employed an expert accountant to go over its books and accounts every year and make formal report thereon. The practice of employing an expert accountant continued until something like six or seven years ago, when the chief executive of the state designated the accountant who should make the audit.

The executive office of the state government continued to annually designate an accountant to audit the books and records of the Board of Pharmacy until the general assembly enacted a law requiring the State Board of Pharmacy to pay into the state treasury all moneys received from whatsoever source. This act of the general assembly makes it the

duty of the state auditor of public accounts to audit the books and records of the State Board of Pharmacy, and following its adoption the state auditor designated Mr. J. McEdward Ball as the expert accountant to make the audit of the books and accounts of the board. The last audit made by Mr. Ball (the report thereof submitted herewith) was for the six months ending June 30, 1911. No audit has been made by the state government since that time but the Board of Pharmacy has paid into the state treasury from time to time, as required by the act, all moneys received by it. We have no reason to doubt that another audit will be made by the State Auditor of Public Accounts in due course.

Inasmuch as the State Board of Pharmacy is now required by law to pay into the state treasury the moneys received by it, and further, as the state auditor is charged with the duty of seeing that all moneys are properly paid into the state treasury, it would seem to your committee that the provision in the By-Laws of the Association for the appointment of a committee on Board of Pharmacy records each year to investigate the books and accounts of the State Board of Pharmacy should be stricken out. Any report that it might make from year to year would of necessity be a mere duplicate of what had already been done under the direction of the State Auditor of Public Accounts.

Section 4 of Article 3 of the By-Laws of the Association provides among other things that the committee on Board of Pharmacy records "shall annually report their observations to this Association, with such suggestions and recommendations as said committee may deem advisable."

Our suggestion and recommendation is that Section 4 of Article 3 of the By-Laws, the same being the section in regard to the appointment and duty of the committee on Board of Pharmacy records, be stricken from the By-Laws.

Respectfully submitted,

P. D. ROARK.

CLYDE M. SNOW.

President Achelpohl:—What is the pleasure of the meeting in regard to this report.

Mr. Schaper:—I move the report be printed in our proceedings.

Mr. Mahaffy:—I amend that motion that the recommendations be adopted as submitted by the Committee.

The amended motion was carried.

Mr. Mahaffy:—It occurs to me that according to our By-Laws this will require further action, as it is provided that an amendment

to the By-Laws must lay over to the next session, that it must be submitted in writing and must receive a two-thirds vote of those present, to be accepted.

Secretary Day:—I presume the report of the Committee is sufficient evidence in writing.

Mr. Mahaffy:—I recommend that Mr. Roark submit that portion of his report recommending the change or amendment of the By-Laws in writing, so that it may be acted upon separately, then we can let it lay over until this afternoon's session.

This was done

Mr. Light:—The Committee appointed to call on the Travelers' Association is back. We would like to hear their report.

Mr. Dorland:—The Committee appointed by the President waited on the Illinois Pharmaceutical Travelers' Association and we have to report they graciously accept the proposition and also pledge us their good will and support in this most worthy object. They are just as enthusiastic about this as we are. I might add that this is a very good move. The same proposition was made last year to the Travelers and resulted in obtaining 76 members augmenting their membership from 91 to 167. (Applause.) I really believe this is a fine idea. It doesn't seem right to offer a prize to our own members, but I would urge every member present to bring in all the members he can. I wish every member present here that is willing to exert every effort in securing new members would rise. (All rise.)

President Achelpohl, (reading the amendment to the By-Laws submitted by Mr. Roark):—It is recommended that the By-Laws be amended by striking out Section 4 of Article 3 of the By-Laws. The adoption of the amendment is moved and seconded. It lays over until the afternoon session.

President Achelpohl:—Next is the report of the State Board of Pharmacy by Mr. Shreve.

Mr. Shreve reads the report:

REPORT OF THE STATE BOARD OF PHARMACY

To the President and Members of Illinois Pharmaceutical Association:

I have the honor to submit herewith the annual report of the State Board of Pharmacy. I shall not dwell at length upon any particular item, as everything of importance is covered in the advance sheets of our report for 1911, copies of which may be secured at the Secretary's desk.

As all of you know, the expenses of administering the pharmacy law are now paid from appropriations made by the general assembly.

It is no longer a fee office. The law under which we are now working took effect July 1, 1911. It provides that all moneys received by the board shall be turned into the state treasury upon the 30th day of September and the 31st day of March of each year. The law makes it the duty of the State Auditor of Public Accounts to audit the accounts of the State Board of Pharmacy for the purpose of ascertaining whether all fees have been accounted for and paid to the state treasurer. Shortly after this law took effect the accounts were audited by the state auditor and he found a balance on hand as of July 1, 1911, of \$6,057.09, which was paid into the state treasury. From July 1, to September 30, 1911, the fees received in the office amounted to \$3,213.63 which amount was duly paid into the state treasury, and on April 1, there was paid into the state treasury \$14,534.58, being the fees received from the 30th day of September, 1911, up to and including March 31, 1912. This makes a total of \$23,805.30, which has been paid into the state treasury since the law went into effect, under which we are now working. But of this amount \$6,057.09 was a balance on hand on July 1, 1911, as above stated. From April 1 of this year up to and including June 8, the fees of the office have amounted to \$2,188.50, which is now on deposit in a bank in this city.

The general assembly made ample appropriations for the Board of Pharmacy for the year ending June 30, 1911, with the exception of two items. The appropriation of \$2,500 per annum for expenses of the members of the board, its agents and employees, is not sufficient, but we hope to handle the matter in such a way that there will not be a deficiency appropriation to be met by the next general assembly. But the board did not make a request for a larger appropriation and therefore the general assembly is not at fault for the insufficiency of it. The appropriation is exactly what we asked for. But our expenses in investigating the illegal sale of cocaine and other habit-forming drugs have been greater than we anticipated. Had the general assembly given us the appropriation we asked for of \$2,000 for investigating the illegal sale of cocaine, etc., we feel that we would have had sufficient funds. But the general assembly failed to make any appropriation whatever for this latter item. It was in the omnibus appropriation bill which passed both branches of the general assembly but was stricken out in conference committee in the closing hours. We cannot believe that this request for a meager appropriation of \$2,000 was deliberately stricken out of the appropriation bill in the closing hours of the session. On the other hand we feel that the importance of such an appropriation was not realized by those in charge of the

matter and we have every reason to believe that at the next session of the general assembly a liberal appropriation will be made for investigating the illegal sale of cocaine and other habit-forming drugs.

During the year 1911 the Board of Pharmacy issued 5618 registered pharmacist and local registered pharmacist certificates. This was a net gain of 58 over the previous year. The number of assistant pharmacist certificates issued during the same time was 981, a gain of 8 over the year of 1910.

Seven hundred and forty-one applications for apprentice registration were received during the year 1911. This number sets a record for apprentice applications during any single year. The number of reciprocal certificates issued was 25. All of these were issued upon the basis of registration in the states that are members of the Interstate Association of Boards of Pharmacy. But since the first day of January of this year the Board of Pharmacy has gone on record as being willing to reciprocate with any or all of the Boards of Pharmacy that are members of the National Association of Boards of Pharmacy upon condition that the applicant is registered by examination in the state from which he applies with a general average of $75\frac{1}{2}$ and not less than 60 in any branch of the examination, and in addition can furnish us with proofs of graduation from a school or college of pharmacy that is recognized by this board.

Eight examinations of applicants for registration as assistant pharmacist and registered pharmacist were held during the year—five in Chicago and three in Springfield. At these examinations 157 applicants for assistant pharmacist, 173 applicants for registered pharmacist and 11 applicants for local registered pharmacist certificates were successful. Of the total number of applicants for assistant pharmacist 74 failed and of those who took the examination for registered pharmacist 158 were unsuccessful.

Since January 1 of this year the board has made a change in the branches in which applicants are examined. For a number of years past we have been giving what was termed a "preliminary" examination, but since the date mentioned we have substituted therefor an examination in pharmaceutical and chemical arithmetic, which we believe to be more in keeping with a well-defined examination.

I would like to go into the details of the recent crusade against cocaine sellers in Chicago by the Civil Service Commission of that city and the Board of Pharmacy, but I fear it would take up too much of your time. I am therefore going to invite your special attention to what the board has to say upon this subject in the advance sheets of

our report. We think it is interesting reading and believe that you will be interested in it, too.

I take this opportunity to invite all in attendance at this meeting to visit the office of the Board of Pharmacy in the State House, where we will be very glad indeed to see you.

Respectfully submitted,

J. F. SHREVE,
President Board of Pharmacy.

Mr. Shreve:—I would like to say in this connection the advance sheets of the annual report of the State Board of Pharmacy are here on the desk. Mr. Dodds very carefully compiled the information given in these advance sheets so we could have them at this time. The cocaine investigation is a most important feature. This was brought about by the Civil Service Commission becoming interested in the sale of cocaine, and after they had finished, Mr. Richey, Mr. Mahaffy and Mr. Christensen for the board continued this, and were very successful in Chicago. You will find it completely outlined in the advance sheets of this report. I wish everyone would get one of these reports before leaving. Another thing very gratifying to us as you will see by this report, while there was some suspicion of the sale of cocaine by druggists there wasn't evidence enough to convict one druggist in this connection. It shows the druggists are a pretty clean lot. (Applause.)

Mr. Mitchell:—I move the acceptance of this report.

The motion was seconded and carried.

President Achelpohl:—The next in order is the report of the Committee on U.S.P. and N.F. Propaganda.

Secretary Day:—Mr. Mills the chairman of the Committee on U. S. P. and N. F. Propaganda is unfortunately unable to be with us. It is the first time he has missed an annual meeting for many years. A pressing business engagement made it impossible for him to attend this time. So he turned over the report to me with bills, receipts, etc. The report is brief and with your kind permission I will read it. (Reads report.)

COMMITTEE ON U.S.P. AND N.F. PROPAGANDA

Mr. President and Members of the Illinois Pharmaceutical Association:

The usual custom was followed in choosing members of the com-

mittee by selecting men in such parts of the state as could be reasonably depended upon to hold meetings.

Mr. W. S. Denton, of Beardstown, Mr. P. L. Gain, of East St. Louis, and Mr. E. P. Brown, of Quincy, accepted positions. An attempt was made to hold in each of these territories a druggist propaganda meeting followed by a joint physician and pharmacist gathering.

On the evening of October twenty-sixth a propaganda drug meeting at Quincy was largely attended.

November fifteenth a meeting of druggists occurred at East St. Louis where the same subject received attention.

In each of these cities it was demonstrated, as it has been in many other cases, that the local men appreciate the assistance furnished by the association and that they become better acquainted with the methods of introducing and carrying on the Propaganda.

May twenty-seventh the East St. Louis Retail Druggists' Association, assisted by members of this committee, gave a "Propaganda Banquet" to the physicians of that city. Each doctor was presented with a copy of the "Manual of the U. S. Pharmacopeia and National Formulary." Much interest was taken in an exhibit of something like forty official preparations furnished by this committee. Mr. P. L. Gain, the local member of the committee, says that the attendance was the largest ever known in that city and that the best of the two professions were in attendance. He expects that a pharmacological society will be formed to insure regular meetings of this character. At Quincy conditions were such that a joint meeting was impossible and it is pleasing to be able to say that the fault was not that of the druggists. Quincy should call for a get-together meeting during the coming year in order to take advantage of the work so well begun at their drug meeting of last fall.

Mr. Denton could not bring about the physician and drug meeting in his territory which should have followed the drug meeting fostered by this association some time ago in the Jacksonville district.

Mr. Gain and Mr. Brown are especially deserving of credit for the interest they have taken and for the large amount of time they so willingly gave to make the meetings in their cities successful.

The Propaganda movement is steadily growing in all parts of the country and the druggists of Illinois can well feel proud of what is being done in their own state.

Mr. H. J. Holthoefer, Chicago's able chairman of its U.S.P. and N.F. committee, is doing admirable work. To his tireless effort is due the progress being made in the large city where it is all up hill work.

Chicago's meeting of last winter compares favorably with that of any large city.

Springfield's meeting, held a short time ago, has been largely commented upon.

Evanston as usual, held three meetings, all well attended and subjects discussed that were very close to the needs of the druggist and doctor.

If time permitted the reports from a number of cities in our state would make interesting reading.

Much of the success of last year's work was due to the assistance given by Mr. Thos. H. Potts, secretary of the N.A.R.D., and Dr. H. B. Hemenway, of Evanston.

The interest taken by those who attended the meetings and the good fellowship which existed made the work of the committee a pleasure.

One hundred dollars was called from the association treasury and added to last year's balance in the City National Bank of Evanston, making a total in the hands of the committee during the year of \$184.52. The expense for the Quincy meeting including car fare, sleeping car berths and hotel for Mr. Potts and the Chairman was \$38.91. Railroad and hotel expenses for Mr. Potts and the Chairman at the East St. Louis meeting was \$35.00. Railroad and hotel expenses for the get-together meeting in East St. Louis—Dr. H. B. Hemenway and the Chairman—\$35.00, stationery \$1.50. Leaving a balance in the City National Bank, of Evanston, of \$74.11. The amounts as usual are deposited in the name of the Illinois Pharmaceutical Association per Geo. P. Mills, Chairman.

Respectfully submitted,

GEO. P. MILLS, *Chairman.*

RECAPITULATION OF CASH ACCOUNT

Balance in bank from last year	\$84.52
Deposited November 8th, 1911	100.00
Total	\$184.52

DISBURSEMENTS

Check No. 1, Quincy drug meeting	\$38.91	
Check No. 2, Letter heads, E. L. Kappleman.....	1.50	
Check No. 3, East St. Louis drug meeting.....	35.00	
Check No. 4, East St. Louis get-together meeting.....	35.00	110.41
Balance in bank	\$74.11	
Canceled checks, Kappleman bill, bank statements attached.		

Secretary Day:—Mr. Gain and Mr. Brown are with us. Do they care to make any remarks in reference to this report?

Mr. Brown, of Quincy:—I have nothing further to say.

Mr. Gain:—I have nothing further to add to the report as read.

Secretary Day:—Does any one else wish to discuss the report?

Mr. Bartells:—I want to call the attention of the Association to the very economical management of Mr. Mills in expending money. Any matters which you trust to him will be economically managed. (Applause.) Moved and seconded the report of Mr. Mills be adopted. Carried.

President Achelpohl:—Next is the report of the National Association of Retail Druggists by Mr. Thomas H. Potts.

Mr. Potts:—Mr. President, Mr. Secretary and Fellow Members of the Illinois Pharmaceutical Association:—It would be futile for me to say that I am not pleased to be with you again. I want to make some remarks in regard to Mr. Mills' report. I wish to say, gentlemen, that this Propaganda movement is only as yet in its inception, and this movement is bringing out all of the latent qualifications of the retail druggists. The retail druggists are commencing to sit up and take notice, and necessarily, in connection with the retail druggists, the practicing physicians. With all due deference, gentlemen, to the other men who are on the Propaganda Committee, I want to say that we have a man as Chairman of the National Propaganda Committee who, in my estimation, is second to none in this country. That gentleman is H. J. Holthoefer, a member of the C. R. D. A. and of this Association. I want to say about Mr. Mills of Evanston, that there is not a man in Cook County more thoroughly saturated with U. S. P. and N. F. Propaganda than he. I lately received an invitation from the Evanston Committee to attend their meeting, but could not go on account of my official duties. These are the men, gentlemen, whose determined efforts are bringing results. While on this subject, gentlemen, I am impressed with the report of Mr. Shreve of the State Board of Pharmacy. The State Board of Pharmacy has at heart the good of every retail druggist in the state, and I hope we all will realize, gentlemen, that in the State of Illinois we have a State Board of Pharmacy second to none. (Applause.)

I want to say further, gentlemen, that we in Chicago feel that they have acquired a valuable addition in our little Jim Crowley. (Applause.)

I want also to say that the Secretary of the National Association

occupies a very peculiar attitude. My predecessor, Mr. Wooten, for several years Secretary of the N.A.R.D. had prepared a paper to read before one of the meetings, but it was so lengthy that before he got one-fourth through they hollered out, "For Heaven's Sake, forget it." Hence, coming in office after him, even if I did not have the wisdom at that time, I learned wisdom by the efforts of my predecessor in this line. I have endeavored in every way possible to abbreviate my letter I send to every State Association so as not to tire the listeners. I was very much impressed at the Alabama State Association meeting last year when our good old friend, Mr. Bingham at a certain stage of the proceedings said:—"I had a letter from our good old friend, Tom Potts. While it is quite lengthy, I believe I will read it for I know you can bear it."

This was a hint for me to put it out in a more condensed form this year.

While it is my desire to be with every State Association at its annual meeting, wherever possible, yet I reserve the right to discriminate where I shall go. I had a most pressing invitation from the Missouri Association, which meets this week, for the Secretary of the N.A.R.D. to meet with them, but I shall never go back on the Illinois Association. (Applause.) I had an invitation to attend the Massachusetts State meeting next week, also in my home state, Pennsylvania, and one from Kentucky, of which this year our old friend, Simon N. Jones is President. His invitation was so insistent that I could not overlook it. Possibly it will be the last year he will be President. So I turned down all the other states to accept the Kentucky invitation. The meeting is to be held at Frankfort, Ky. I know, gentlemen, you want to hear something from me of interest to you on Legislation, but if you will excuse me I will read a letter sent by me to our esteemed Secretary Professor Day. (Reads.)

THE NATIONAL ASSOCIATION OF RETAIL DRUGGISTS

The N.A.R.D. extends to the Illinois State Pharmaceutical Association in annual session assembled at Springfield most hearty and fraternal greetings, and hopes it may have a large and very successful meeting.

The N.A.R.D. has this year taken a most important departure in its policies in that our activities are more largely centralized in matters pertaining to National Legislation that affects the retail drug interests.

With all due respect to former National Legislative Committees of the National Association, we believe that the calibre of our Na-

tional Legislative Committee this year is equal if not the peer of any of its predecessors.

As you well know, several bills have been introduced into Congress which if enacted into laws would undoubtedly prove very detrimental to the retail drug trade interests, and with a view of either defeating them entirely or amending them, in such a manner as to render them negligible in operation, we are concentrating our efforts in that direction.

We have been doubly blessed in having as a member of that Committee a gentleman well versed in law and all matters pertaining to the interests of the retail druggists. His services have been of such inestimable value to our organization that we are at a loss just how to properly compensate him for what he has done for us. I refer to Mr. Frank H. Freericks of Cincinnati, Ohio.

We would especially call your attention to the Supplementary bill to the Sherman Anti-Trust law prepared by Mr. Freericks, and introduced to the Senate Interstate Commerce Committee by him, and featured in N.A.R.D. Notes under date of April 4th, 1912, and the statement made by him before the House Interstate Commerce Committee at the hearing given on the Richardson Bill, Monday April 29th, and featured in Notes of May 2nd and May 9th, 1912.

The absolute necessity of a National Association of Retail Druggists has never been more apparent than this year. It is the retail druggists' refuge and safeguard, for without it his position would be one of extreme peril.

We find by practical experience that the problem of interesting the retail druggists in Association work borders largely on educational lines, and we are endeavoring in every way possible to bring to his attention those matters that are the most important. We need his assistance both morally and financially and he needs the helpful assistance of this Association. We are working solely in his interest and endeavoring to promote measures that we confidently know will be of lasting and helpful benefit to him.

We stand between him and pernicious legislation and all we ask in return is his helpful influence by becoming a member. There is a strength in numbers that can only be duly appreciated by those who have experienced it. Get him interested to join your local and State Associations, and he will soon recognize the value and importance of becoming a member of the National organization.

We trust that your deliberations may be conducted upon such lines of activity that will be of greatest benefit to your members.

Now, gentlemen, I want to say you probably recall that just before the Convention last year, Joseph W. Errant of Chicago, our general counsel, was stricken with paralysis. He was to take the special train on Sunday morning from Chicago and was stricken Friday night, and up to the present time has not recovered his normal condition. He is in California for recuperation and I have not heard from him for some time. In fact, for several months, but I judge from not hearing from him that his condition is not very much improved. He is no longer in the employ of the N.A.R.D. It became necessary for us to look around and try to secure a man of such legal attainments that could be useful to us in our Legislative activities. The only one to fill that bill, in our estimation, was Mr. Frank Freericks of Cincinnati, Ohio, an old time druggist. He is no longer a retail druggist but is Secretary of the American Druggists Fire Insurance Company. He helped us out for six months and when approached about the matter of compensation for his services, he arose in all his dignity and might, and said, "Gentlemen, I am devoted to the retail druggists, and whatever I have done for the N.A.R.D. has been for the love of the cause and for that simply, and while I cannot promise to do anything for you after this year, because my own duties are so insistent, all I ask of you for my time is to pay my own personal and traveling expenses," which was given him. I may say now, for it is no secret, that at our next Convention at Milwaukee, our Executive Committee is to make a presentation to Mr. Freericks of a most magnificent present. I will not name it now but it will only in a small measure compensate Mr. Freericks for what he has done for the N.A.R.D. (Reads from letter. Applause.) Now, gentlemen, I will detain you but for a few moments longer. I know you want to know about the Richardson Bill conference at Washington. I don't suppose the present Richardson Bill is a stranger to you. You all know that last summer or last spring a year ago the Supreme Court of the United States made a far reaching decision on the word "cure." The Supreme Court decided, and I believe all fair-minded people will say decided justly, on the plain facts of the law that the Johnson Cancer Cure Company was entirely correct in using the word "cure" on their labels. A little later President Taft called on the National Pure Food Commission to cover this defect in the present law. We certainly have an undoubted right to criticise this Richardson Bill. The trouble with this bill is that they want entirely too much. They don't look at the common horse-sense of the situation; now no man is more opposed to Patent Medicines than I am. There is no question but what the original Richardson Bill

if enacted into law would eliminate Proprietary medicines. You would not be allowed under this law to put up a medicine and tell the customer what it was good for, such as a cough or a cold, etc. The Conference Committee of the N.A.R.D., the A. Ph. A., the N.W.D.A. was held at Washington on April 27th, 28th and 29th. Long and continued discussions were held. I didn't get there until Sunday morning. We had a meeting Sunday evening that lasted until 2:30 Monday morning, and another meeting, of the Retail Druggists only, from nine until ten Monday morning to determine just what course the Retail Druggists should pursue. You have read notices of that meeting and the result of this conference was the present amended Richardson Bill. You will find in that original bill that they had a list of prohibitory drugs that cut out almost everything in drugs that pertained to household remedies or proprietary remedies; even caffeine was prohibited, and Dr. Wiley was asked what he was going to do about tea and coffee as they contained caffeine. Dr. Wiley admitted that his object was to limit the sale of drugs to registered pharmacists but to be sold only on prescription of physicians. If a person wanted ten cents' worth of Paregoric he would have to go to a physician and pay him for a prescription before he could get it. The American people are never going to stand for that. No one is more opposed to the unlimited sale of patent medicines than I, but still I believe in using common horse-sense in the matter.

Another proposition that we were in favor of was the single standard and not the double standard, as is allowed by the present National Pure Food law, and I hope in a few years we will have in force the single standard, and also laws that will prohibit drugs being sold by any one but a registered pharmacist. (Applause.)

Another thing brought up in Washington at our Conference, but it was too serious a matter to consider just then, was the responsibility of a sale of a proprietary medicine recommended by the pharmacist who was ignorant of the contents of such medicine. Do you realize the responsibility of a sale? When a customer calls for a certain remedy and you put it over the counter to them and recommend it, do you think your responsibility ends there? We all know that people don't always correctly follow the directions, and women especially are prone to think that if one teaspoonful is good, four or five are a good deal better. Do we realize the responsibility of such a sale and caution the customer about taking an overdose? Another thing we can do is to enact a law prohibiting the inter-state traffic in narcotic drugs and compel the retail druggists to keep a record and show to whom these drugs are sold, and how much to each person.

I want to say that nothing of a national character takes place in this progressive age that the N. A. R. D. is not there, and within the last six months we have been recognized by all the great national associations. Gentlemen, I hope that Illinois, as other states, such as New York, Rock Island and Pennsylvania will compel every druggist to be a graduate of some reputable college of pharmacy. (Applause.)

President Achephol:—Gentlemen, you have heard a most excellent address from Mr. Potts, I suggest that we thank him by a rising vote. (Every one stands.)

President Achephol:—We will now have the report of the Delegates to the American Pharmaceutical Association by Mr. Avery.

Mr. Avery:—Mr. President, Gentlemen of the Convention, it is a pleasure to report to this body. At the last meeting which was held in Boston, last August I am glad to say Illinois was well represented. The delegates to that convention were a credit to this Association. I know that those that were with us were pleased with the proceedings of the convention. It was one of the best the Association has held for many years. As the representative of our Association it afforded me great pleasure to offer the name of our worthy Secretary as candidate for the Presidency of the Association, a suggestion which was cordially accepted, as shown when the vote came in, and now the Illinois Pharmaceutical Association, and the great state of Illinois is honored in the selection of its Secretary to that high office. (Applause.)

The American Pharmaceutical Association seems to be taking on new life. Some of our old members have passed away, and their places are being taken by new members, putting new blood into the Association. Jas. H. Beal, Secretary of that Association, is a splendidly efficient worker. Instead of the annual report of that Association is issuing a monthly magazine of things of importance to pharmacists, the material is right up to date, and the questions discussed are live ones and matters important to every pharmacist in this broad state. No druggist can afford to withhold his membership from that Association, so show your appreciation at this time of the honor done our worthy Secretary by adding to the large membership from this body. Before this meeting closes I urge every man at this Association who is not already a member to join the American Pharmaceutical Association. (Applause.)

It was moved and seconded the report be accepted. So ordered.

Secretary Day:—I would be very glad to receive the application of

any members of the Illinois Pharmaceutical Association for membership in the American Pharmaceutical Association. Our Association is fairly well represented, but not as largely as we would like to have it. To give you an idea of how many are members of the American Pharmaceutical Association, I would like to have those rise who are members. (About 25 rise.) These members present, or Mr. Avery or myself will be glad to vouch for your application. The dues are \$5.00 a year, and there is no initiation fee. This entitles each member to the monthly Journal now published. The Association Journal publishes about 1200 pages of reading matter a year, practically all original. I believe it is safe to say that it has more original papers than any other Journal, for the Association publishes practically no news items. The report on the progress of pharmacy which will appear in that Journal will be worth to every practical pharmacist many times the amount of the dues. I believe that if any member will try a membership for one year in the Association, he would not consider giving it up. I hope we will receive a number of applications at this meeting.

While I have the matter in hand I have a resolution which I wish to offer. Mr. W. Bodemann, of Chicago, who is unable to be with us today for the reason that he is making arrangements regarding the funeral of his friend, the late Henry Biroth, has sent me a copy of resolutions which he has drafted, and which he asks us to adopt in respect to our late member. (Reads.)

HENRY BIROTH—IN MEMORIAM

On May 29, 1912, a pharmacist of more than national reputation closed his eyes—not in his home but abroad in Baden Baden. Henry Biroth lived a long and useful life in Chicago—was a charter member and President of the I. P. A. 1882-83, Honorary President of the A. Ph. A. 1911-12, Local Secretary of the memorable World's Fair A. Ph. A. meeting in 1893, held the degree Master of Pharmacy from the University of Illinois and was twice President of the old Chicago College of Pharmacy, Charter member of the Chicago Veteran Druggists' Association and its President in 1903. His later years were spent in refined retirement—traveling in the old world, visiting art galleries, museums, libraries and places of historic interest.

He was born in Posen, September 19, 1839. He was an apprentice of Dr. F. Mahla, one of the leading apothecaries and chemists of early Chicago. In 1861 he enlisted in the Union Army. At the time of the Big Fire he was operating the old first German Pharmacy of Louis

Wahrlich, later J. Roemheld and Dietsch Blocki. After the fire he went back to the south side and branched out into the manufacture of pharmaceutical products.

He established the Biroth prize for microscopy in the old Chicago College of Pharmacy, this prize consisting of a fine compound microscope which has been awarded annually to a senior student of the college for more than twenty years.

Greater pharmacists than Henry Biroth have lived but none of purer, sweeter character than his. He was modest to a fault, generous, helpful to the younger men in pharmacy. A most loving and lovable man whose memory should be held in reverence by Illinois pharmacists.

His death is a loss to our cause, to our city and to our nation.

We offer our profoundest sympathy to Mr. Biroth's family.

I move that these resolutions be adopted by a silent rising vote, and a copy sent to the family and Journals.

W. BODEMANN.

The resolutions were adopted by a silent rising vote.

Mr. Dorland:—It has been customary in times past for this Association to receive invitations from the various cities to hold their meetings the following year. I do not know whether there are any cities that wish to extend this invitation, but if so, I think this would be a very suitable time to take up this matter.

President Achelpohl:—I will say that Quincy would be pleased to again entertain the Illinois Pharmaceutical Association, and I hope you will accept my invitation. (Appause.)

Mr. Achelpohl then read several telegrams inviting the Association to meet in Quincy.

Mr. Wells:—It has always been customary to have this considered the last thing in the session, and so I suggest we put this off until afternoon, and wait and see what the Travelers wish to do about it. This has been the usual procedure and I think it would be just as well to follow the established custom.

It was moved and seconded that the meeting adjourn until 2:00 P. M.

Carried. The meeting adjourned.

THIRD SESSION

WEDNESDAY AFTERNOON, JUNE 12.

The Association re-convened at Arion Hall, at 2:00 o'clock.

President Achelphol:—Is the committee on prize essays ready to report, Mr. Garver, Chairman?

The Secretary read the report of the committee on prize essays:

COMMITTEE ON PRIZE ESSAYS.

Your committee to whom the essays were referred beg leave to make the following report:

We have awarded—

1st prize to Harold N. Bruun.

2d prize to Harry Hood.

Respectfully submitted,

CHRIS. GARVER.

J. W. GAIN.

CONWELL DUNLAP.

President Achelphol:—What is the wish of the meeting? Do you care to have these prize essays read?

Mr. Bartels:—I move that the prize essays be read.

The motion was seconded and carried.

Mr. Garver:—I suggest that the essays be read by those who have written them.

Mr. Bruun:—Mr. President, Ladies and Gentlemen:

I have just written a short article on the man who always delivers the goods. But it is very hot this afternoon and I don't want to detain you any longer than necessary so will read my essay. (Reads.)

WHAT INFORMATION CAN THE PHARMACIST GAIN FROM
THE TRAVELING SALESMAN?

BY HAROLD N. BRUUN

(FIRST PRIZE)

In order to answer this question in the best manner possible it will be necessary as a sort of prelude, to study the salesman himself. It is always well to know something of the life and habits of those from whom the source of knowledge flows.

The traveling salesman we are informed, is one who sells goods, or at least is expected to, and comprises many different varieties of the species of man. We find him in many countries and localities. No doubt our dark skinned brothers in Central Africa have among their number, salesmen of some sort or other, but the kind we are most interested in are usually found in and about the pharmacies of the United States of America, and it will be my endeavor to portray a few of the more distinct types that are still in existence, with the object of bringing out their good points and also their weak ones, as it is just as important to learn what not to do as what to do.

The type that is most familiar to all of us, is the rather bold fellow, who storms our place of business like a charge of cavalry and figuratively speaking, takes us by the coat collar and talks us into a state of exhaustion. While in this condition we are too feeble to make any resistance, and he usually walks out with an order in his pocket. A few days later when the goods arrive, we unpack them with a sigh and place them on our shelves hoping for the best.

Then there is the silent fellow who slips into our store unnoticed, leaves his grip near the door and tiptoes up to the counter, asks to see the buyer. His talk is soft and low and he pours forth an endless stream. When we get uneasy and attempt to escape by going back of the prescription counter, he follows along, treading softly and purring in our ear. Then it gets to be a case of endurance. If we tire of listening before he tires of talking we lose.

We have also the smiling salesman. This is a more common type. No matter what he has on his mind on his face he has a smile. I have noticed this type walk along the street in sober meditation, with head bowed down, but on the moment they enter the store of a prospective customer, certain muscles of the face relax and others contract until we have the expression commonly known as the smile. This expression remains during the entire visit, waning a little, then brightening up again,

like a day in April. The words of the poet, "Laugh and the world laughs with you, weep and you weep alone," has made a profound impression on this type, and in their journey through life they have found that there is considerable truth in this statement.

The timid salesman, who tiptoes up to the counter and says, "I suppose that you don't need anything in my line today," usually supposes right. The more aggressive salesman for the other house never allows us to be in need of anything.

The tired salesman, who shambles into our store, goes behind the counter to look for an easy chair, are not so numerous, but they exist. They sit patiently waiting with order book in hand, until well rested, while we look around to see if we can't "scare up" an order.

These are distinct types, all others are but variations of these. Taken as a class, they are ambitious, cheerful and accommodating, and well worthy of the pharmacist's confidence and consideration. The pharmacist that considers himself too learned, or so far above the salesman that he treats him with harsh discourtesy, is usually a small man who loses many opportunities to learn something about the business.

To return to the main issue, "What information can a pharmacist gain from the traveling salesman?" I will say first of all he can learn something about the goods that he buys. The salesman should be well versed in all the details of his goods, and be able to explain and answer all questions in regard to the manufacture, material, uses, etc.

Second—He can give valuable hints in regard to the display of goods, and the best selling methods. Visiting many stores during the day, he notes the methods of the successful ones and can tell the pharmacist which methods are the best. As an example, a salesman suggested to me that I put up a thirty-five cent cough mixture. I had my doubts about getting thirty-five cents, I did not believe that the people would pay it. He argued with me saying, that he had seen it succeed in many places. I finally gave it a trial and was agreeably surprised to see how easy it was to sell a thirty-five cent package. Of course, the package must be worth it. It must be larger. It must be different. It must have talking points.

Third. He can keep the pharmacist posted in regard to prices, special offers, what to buy and when to buy.

Fourth. The pharmacist can also gain information in regard to business conditions in other towns, as the traveling salesman going from place to place takes note of this.

Fifth. If regard to the location of a drug store the salesman's advice may be considered, as he has a slight knowledge of the business done in other stores. However, a location is much a matter of chance, and no one can state with any degree of certainty whether a certain place will be a success or a failure.

Sixth. In regard to the conducting of entertainments considerable information can be gained, and we must admit that the Illinois Pharmaceutical Travelers' Association, has done work well worthy of emulation.

In closing I wish to say a few words to my fellow pharmacists in regard to the attitude we assume toward the traveling salesman. We must remember that he is only human, and doing the best he can to take care of the present and provide for the future. He deserves our attention and consideration and while there are a few who are perhaps a little too aggressive, the majority are pretty "good fellows" when you get to know them. There are of course some men in the ranks of the salesmen who are not all they should be. Of these we must be on our guard. They are the ones that sell us bogus goods. The ones that stuff our orders. The ones that distort the truth. The ones that tell us stories void of humor. However, I would advise you to study him, listen to him, talk to him, and I feel sure that you will gain information from him that will be of value to you.

(Applause.)

President Achelphol:—Is Mr. Hood present?

Mr. Hood reads essay:

WHAT FORM OF ADVERTISING PAYS THE DRUGGIST THE BEST?

BY HARRY HOOD, CHICAGO HEIGHTS.

(SECOND PRIZE)

The letter as an advertising medium is not generally appreciated. Properly handled the letter can be made to bring in a volume of business that will seem surprisingly large to those who have not credited this medium with the selling force it possesses. Principles that apply to the production of newspaper advertisements, etc., may also apply to the letter—but they must be governed by the fact that the letter is personal. With our question its appeal is next to that made by the personal visit.

The paper being the basis of good stationery, and it is on paper that

the effective letter heading must be built. Paper furnishes the business man with an opportunity to do very effective advertising, while supplying one of the needs of business.

Ideas and words are the two elements we have to deal with in letter writing, in ideas the "you" element should be strongly brought to the front. Never open a letter with "WE" nor with a statement about yourself. The idea is that you are much more likely to interest the other fellow by talking about him and his interests than by talking about yourself and your interests. Your problem is to make your printed matter sell goods.

Make the opening paragraph as interesting and strong as possible any idea or words not fully required tends to divert our readers' attention from the main points of human interest. Write with the knowledge of your goods from your customers' stand point and your selling problem coupled with an aroused desire will dispose of the goods.

President Achelphol:—Mr. Mathison will now read his essay.

Mr. Mathison:—My essay didn't get a prize, so I don't think it necessary to read it.

Mr. Garver:—Mr. Mathison's paper is certainly worthy of consideration. The committee had a long conference before they could decide which to award the prize to. I would like to have Mr. Mathison read his paper.

Mr. Mathison reads:

WHAT INFORMATION CAN THE PHARMACIST GAIN FROM THE TRAVELING SALESMAN?

BY SOREN MATHISON, CHICAGO.

As a rule the life of the Traveling Salesman is devoted to the highest and noblest ideals, of course, there are some of them who at times tell shady stories—but generally they are couched in such delicate, insinuating and well-selected language that the story sounds more witty and humorous than offensive. I have even known pharmacists who enjoyed listening to such stories.

Traveling Salesmen generally have the welfare of their customers at heart and are always ready to offer the pharmacist a bargain if they happen to have one.

Traveling salesmen inform the pharmacist of the advance or decline of prices of important drugs, and the quantities of various goods on the market—of new stores to be built and likely to be offered for rent—of good locations for drug-stores likely to be vacated by present tenant—of drug stores for sale at bargain prices—of the location of cut-rate drug stores—of pharmacists temporarily in need of ready money—of pharmacists having too large a stock on hand of certain kinds of goods which they wish to unload at bargain prices—of parties wishing to buy a drug store and having the ready cash on hand to pay for it.

Traveling salesmen inform pharmacists of clerks looking for positions and whom they know to be competent and trustworthy—of agitation going on in the liquor interests or other lines for or against the pharmacist's best interest and various other subjects too numerous to mention.

I always try to treat the traveling salesman courteously because I am inclined to look upon him as a superior being—far better informed than the average man on the doings and intentions of the people of this country. He is thoroughly posted on all subjects.

I always try to pay my first attention to the traveling salesman because I feel that he deserves it. If I found a customer and traveling salesman in my store at the same time I would pay my first attention to the traveling salesman begging him to excuse me while I waited on the customer, and if I was busy would ask him to please call again when he could stay longer. I can truly say I have made more money out of the information gained from the traveling salesman than I ever made out of my drug store, in fact, more than I ever made out of all the drug stores that I have ever owned.

Mr. Bartells:—I move the essays be received and printed in the proceedings of the Association.

The motion was seconded and carried.

President Achelpohl:—Next is the report of the Legislative Committee by Mr. Dorland.

Mr. Dorland:—(Reads report)

REPORT OF THE LEGISLATIVE COMMITTEE.

To the President and Members of the Illinois Pharmaceutical Association:

Your Legislative Committee begs leave to submit the following report:

There having been no regular session of the Legislature during the past year the work of this committee has been deliberative to a great extent. We shall present for your consideration and action recommendations for changes in our present pharmacy law that will, if obtained, increase greatly the general standing and efficiency of pharmacy in this state. We maintain that the protection of the pharmacists and the safety of the public are both equally essential. We earnestly request a free discussion of the subjects presented, and also suggest that this is the proper time for individual members to bring before this Association any additional legislative suggestions that they may have in mind.

Your committee has not prepared definitely worded documents to be considered, but during the discussion will submit suggestions along the lines that are touched upon in our recommendations. In the meantime we wish to secure a full expression from this Association regarding their wishes in the way of future legislation. Your committee recommends that all changes in the present law decided upon shall take the form of amendments as the passage of amendments is much easier obtained than that of an entirely new law. And the failure to pass an amendment will not jeopardize the present law in any way. The mail ballot recently taken of which you are all doubtless informed, has been a great help in enlisting the interest and support of the druggists of this state in the work of this Association. This subject of graduation as a necessary prerequisite for examination as registered pharmacists has been discussed most extensively in previous meetings. The ballot mailed to all druggists in the state regardless of whether they were or were not members of this Association has resulted in an overwhelming vote in the affirmative. Thus deciding without need of further discussion this question which marks the greatest advance in pharmacy that has been probably ever made. Illinois is still the pioneer in pharmaceutical development.

We recommend that the anti-vending question be solved by incorporating in our pharmacy law that section of the Federal Food and Drug Act or some similar section which regulates the labeling of all patent or proprietary medicinal preparations which contain any poisonous or habit forming drug or intoxicating liquor. And also that the sale of all such packages shall be by registered pharmacists or assistant pharmacists under

the meaning of the present Pharmacy Law.

We also recommend that the population of towns in which local registered certificates shall be issued shall not exceed 500 according to the last Federal census.

We also recommend that the Cocaine section of our present law be changed so that dentists and veterinary surgeons should have the right to prescribe Cocaine. We also suggest that this Association discuss freely this question: Is it best to limit the amount of Cocaine that may be sold by wholesale dealer to any physician or druggist?

We also recommend that this Association shall endeavor through its membership to secure a sufficient appropriation for the Pharmacy Department which shall be consistent with the proper enforcement of the pharmacy law. We also recommend that this Association give the new legislative committee power to act so that they will not be hampered in their work by lack of authority or exposed to unjust criticism.

We also recommend that the Board of Pharmacy be consulted by your new legislative committee relative to the framing of amendments to the cocaine section.

Expense account of Legislative Committee of I. Ph. A. for 1912:

Cr.	Dr.
Check from G. C. Bartells, \$145.	Postage and envelopes.....\$103.00
	Addressing envelopes..... 10.00
	Clerical work, etc..... 7.00
	Printing 23.50
	Stenographic work 1.40
	<hr/>
	144.90
	Cash remitted to W. B. Day .10
	<hr/>
	\$145.00

Respectfully submitted,

(Signed)

RALPH DORLAND, *Chairman.*

GEO. C. LESCHER.

ISAM M. LIGHT.

Mr. Dorland:—(Continuing.)

On the ballot by mail I received 1212 cards, 965 were for the pre-requisite clause (applause) with 247 in the negative.

President Achelphol:—What is the pleasure of the meeting in regard to the report of the Legislative Committee.

Mr. Avery:—I move the report of the Committee be adopted.

Mr. Garver:—As I understand it, this motion is to adopt the report of the Committee then give the members a chance to discuss it afterwards as we see fit.

Mr. Avery:—I will change the motion to *receive* the report of the committee.

The motion was seconded and carried.

Mr. Wells:—I suggest that the recommendations be taken up one at a time.

President Achelpohl:—I will ask Mr. Dorland to come forward and present the recommendations one at a time.

Mr. Dorland:—The first recommendation is probably an indirect one. It provides that all changes in the present law take the form of amendments. There is probably no objection to that. The pre-requisite clause is considered settled by a state-wide ballot.

We recommend that the anti-vending question be solved by incorporating in our pharmacy law that section of the Federal Food and Drugs Act or some similar section, which regulates the labeling of all patent or proprietary medical preparations, which contain any poisonous or habit-forming drug or intoxicating liquor. And also that the sale of all such packages shall be by registered pharmacists or assistant pharmacists under the meaning of the present Pharmacy Law.

Mr. Wells:—I move that the recommendations as read be adopted.

The motion was seconded and carried.

Mr. Dorland:—We also recommend that the population of towns in which local registered certificates shall be issued, shall not exceed 500 according to the last Federal census; at present it reads 1500. We wish to reduce this.

Mr. Mathison:—I move that the recommendation as read be adopted.

The motion was seconded and carried.

Mr. Dorland:—We also recommend that the Cocaine section of our present law be changed so that dentists and veterinary surgeons should have the right to prescribe Cocaine.

Mr. Mathison:—I move that the recommendation as read be adopted.

The motion was seconded and carried.

Mr. Dorland:—We also suggest that this Association discuss freely this question: Is it best to limit the amount of Cocaine that may be sold by a wholesale dealer to any physician or druggist?

Mr. Garver:—I don't believe you can enact a law saying how much cocaine a wholesale house can sell to the druggist. We have no national laws in regard to that and nothing to prevent the wholesale houses in adjoining states from selling cocaine in the State of Illinois.

Mr. Mahaffy:—Being a little bit familiar with this part of the law, I wish to state that this particular suggestion was made to Mr. Dorland by myself, more for the moral effect than anything else. Certainly two ounces of cocaine in a month would fully cover the legitimate use of this drug by any one dispenser, yet wholesale druggists in the city of Chicago have sold many times two ounces in a month to certain individuals. There is no reason why any man should buy 50 or 60 or 75 ounces from any wholesale house, which I know has been done. A law could be framed so this provision could be taken care of for the moral effect on the wholesale jobbers. While this is a difficult matter to incorporate in a law, I think the Association ought to try to incorporate it in the law for its moral effect.

Mr. Feltham:—Along this line wish to say that we could enact a law to compel the wholesale jobbers to keep a list of the pharmacists who buy Cocaine and the amount they buy.

Mr. Lescher:—The report of the President of the Board of Pharmacy, I think reflects great credit on retail druggists in the State of Illinois. As he stated in his report, there were no sales, that is for cocaine fiends or unlawful purposes, traced direct to the retail druggists. That is certainly very complimentary to the retail druggists of Illinois.

Mr. Mahaffy:—Right along that line I would like to inform Mr. Lescher that a druggist in Indiana purchased from a wholesale house in Chicago over 100 ounces of cocaine last year, and a physician's supply house furnished to a physician between the period of sometime in July, 1911, to November, 1911, 56 ounces of cocaine.

Mr. Wells:—It seems to me that I read of a bill along this line being before the National Congress. I don't know what became of it. Illinois

couldn't pass laws for the other states and until the national government provides some law covering the subject, I think it would be useless for us to put a burden on the Illinois jobbers, and thus throw the trade to other states, so I don't think there is anything to discuss in the situation as it is now.

Mr. Hood:—I think there is one point that was overlooked by Mr. Wells and Mr. Mahaffy. Some time ago salesmen were giving low prices on cocaine, as a result druggists perhaps ordered a heavy stock, holding it for speculation. We now pay for cocaine much more than we were paying from July, 1911, to January 1st, 1912. Another point I want to make. I bought heavily of cocaine because I had the money. I can turn it back to the jobber for double what I paid for it. Still another point is that we cannot legislate cocaine or morphine out of the market or do away with this traffic by legislation. Like liquor you can't check the traffic by putting a stamp tax on it, you can't stamp it out by putting an internal revenue tax on it. You are simply going to make it legal by such measures.

Mr. Stuchlik:—I believe a law would be valid that stated that no cocaine shall be shipped out of the state of Illinois.

Mr. Garver:—I see the committee from the Travelers' Association is with us, and I suggest that we hear from them.

Mr. Oxley of the I. P. T. A.:—Mr. President and Gentlemen of the Illinois Pharmaceutical Association, We come here with our newly elected President, Mr. A. W. Hobart, and our Secretary, Ed. Lahl, and desire to express our good will and also our congratulations upon the splendid meeting you have held at this time. We desire to say to you that our feelings and our aspirations are the same as yours, that we desire and are glad to help you so far as is in our power. We are glad to co-operate with you in the commercial end of your business so that more of you may be able to come here to the meetings, to bring your wives, sweethearts and children, and enjoy this outing from year to year.

We are informed that you adopted some resolutions this morning in regard to the death of one of the grandest old men in pharmacy in Illinois. We did the same in our meeting, and we wish to record the fact here that he was made on the good old plan, Henry Biroth, God's noblest work, an upright and honest man.

We're very glad to receive your committee, sent to us to inform us that you desire us to do all we can to increase your membership. Most of us call on the druggists. Some one of us call on every druggist

of the state, and you may depend on us to do everything we can in a legitimate way to get them to join your Association. I have always been an organization man personally, and why it is necessary to implore and beg a man in business as a registered pharmacist in the state of Illinois to become a member of your Association and to join with you to do all you can for the elevation of pharmacy is past understanding. Your committee states you were going to give a prize of some sort, not money, for the traveling men don't need money, but some nice prize for the man who brings in the largest number of new members. This is very kind and we appreciate it, but every traveling man, regardless of any prize, is going to do all he can to secure members for the Illinois Pharmaceutical Association in 1912. (Applause.)

Mr. President, I am coming to the real thing I was appointed to come here to discuss with you. We come here to acquiesce with you in regard to where we shall meet next year. We come here to say to you we are ready to go next year anywhere you want to go because we are Travelers. (Applause.) We will go anywhere you want to go, but when your good president came around last night, I asked him if he really wanted us to go to Quincy, and he said "Of course, we do, if we didn't want you, we wouldn't have asked you." We would like to go to Quincy and we are going with you. We don't want to influence you, and if you would rather go some place else we will go with you. I am just going to say we would like to go to Quincy. (Laughter and applause.) We simply voted we would like to go with you, but if you want to go some place else, bear in mind, whenever you go the Travelers' Association will be with you all the time, and every time, and do everything we can to make the next meeting a success wherever we go. (Applause.)

President Achelphol:—We would like to hear from President Hobart of the Travelers' Association.

President Hobart:—I greet you. I will try to do the best I can for all the travelers and all the druggists and fulfill my obligations. I like to fulfill them to such good fellows as you are. (Applause.)

Mr. Dorland:—Returning now to the cocaine question under discussion some definite decision in regard to this matter ought to be reached. The new legislative committee that comes in will want to know what the Association wants it to do.

Mr. Wells:—I believe there is such a provision as you propose in the National law, so that the druggists have to sign a register.

Mr. Crowley:—I make a motion to empower the committee to act on the subject, as they see fit.

The motion was seconded and carried.

Mr. Denton:—I am in favor of the pre-requisite clause. But I think some provision should be made whereby a clerk who has already served two or three years or so of his apprenticeship should not have to be a graduate of a college before he took the examination. I think this would work a hardship both on the druggist and the clerk. North Dakota, I believe, passed a law with such a clause and it goes into effect in 1915, and I think we ought to make some such provision. Judging from the past methods of this Association, I don't believe it is its intention to work a hardship on any clerk, and think that there should be a provision whereby those who have already started may finish without the college course.

Mr. Mitchell:—The last legislative committee took that matter up. This law will work no hardships upon any young men who have already started. . . .

Mr. Dorland:—We also recommend that this Association shall endeavor through its membership to secure a sufficient appropriation for the Pharmacy Department which shall be consistent with the proper enforcement of the Pharmacy Law. We also recommend that this Association give the new Legislative Committee power to act so that they will not be hampered in their work by lack of authority or exposed to unjust criticism. It is necessary that they be given the power to act in framing these amendments, for we might draw up amendments, and when the committee takes it to an attorney he would say "this isn't legal, you will have to change this." So you see this discussion is to get the exact wishes of the Association, but the Legislative Committee must have the power to decide questions that may arise which none of us can foresee at the present time, otherwise it can't do effective work.

We also recommend that the Board of Pharmacy be consulted by your new Legislative Committee relative to the framing of amendments to the cocaine section. The Board is familiar with the cocaine proposition. I don't believe there is a real druggist, but who abhors the traffic in cocaine. It is quite a proposition how to handle this, and to get it into legal form, and I think it will be necessary for the men on the new Legislative Committee to consult with an attorney and with the Board of Pharmacy, and get all the help they can.

Mr. Garver:—In order to facilitate the work of the Legislative Committee, I suggest that if any member of this Association discovers any amendments that they think would be advisable to our Pharmacy Law, that they write to the new Legislative Committee, and I feel quite sure that this committee will give them the proper consideration. It will be much easier for the committee to consider the different ideas if they are in writing.

I would like to ask what effect this proposed legislation will have on other states. If a druggist from another state comes into our state will it not be enough for him to pass the examination, which I think is hard enough for persons to do without taking a course in college.

It was moved and seconded that the last three recommendations as read be adopted. Carried.

Secretary Day:—I would like to say a few words in regard to the various features of the pre-requisite clause. New York, Pennsylvania and Rhode Island have the graduate pre-requisite now in force, Washington will have it soon. So as to avoid a hardship on anyone, New York allowed a limited time to those who were already started on their pharmaceutical career to take the examination for registration without being a graduate of a school of pharmacy. In other states, I believe, some such provision has also been made. I think we should also have a provision in our law that if a person was a registered pharmacist in another state prior to the date that our pre-requisite section would go into effect he could take our examination without being a graduate of a pharmacy school. New York has a provision of this kind. I am sure that no one wants to discourage competent men, but we all want to raise pharmacy to a higher standard in our state.

Mr. Bartells:—I move in order to complete the action on the report of Mr. Dorland, that we now adopt it as a whole.

Mr. Denton:—In view of the fact that it is not the intention of the Association to work any hardship on apprentice or employer, I move that a reasonable length of time, say three years, be given the apprentice in which to allow him to prepare for the examination.

Mr. Deck:—I would suggest that any apprentice registered after July 1st, be compelled to be a graduate of a school of pharmacy, those who have their apprentice papers before then would not be compelled to be graduates of college.

Mr. Wells:—We have already adopted the resolution to leave this matter in power of the Legislative Committee, and if we make this as a motion, they may not be able to incorporate it in a law, so I suggest that we amend it by asking them to do so, if possible.

Mr. Denton:—I will withdraw my motion.

Mr. Bartells:—I move the adoption of the report of the Legislative Committee as a whole.

This was seconded and carried without division.

President Achelphol:—We will now have the report of the Secretary on the vote of the registered pharmacists of the State for nominees for the State Board of Pharmacy.

Secretary Day reads report:

REPORT OF THE SECRETARY OF THE VOTE OF THE REGISTERED PHARMACISTS OF THE STATE FOR NOMINEES TO THE GOVERNOR FOR APPOINTMENT ON THE STATE BOARD OF PHARMACY.

(Vacancy caused by expiration of the term of J. F. Shreve of Jacksonville, December 30, 1912.)

Congressional Districts.	J. H. Wells, Chicago.....	183
1 to 10 inclusive.....	I. M. Light, Chicago.....	141
	J. T. Lueder, Chicago	88
	Paul Finninger, Chicago.....	47
	J. J. Chwatal, Chicago.....	76
	L. J. Pelikan, Chicago.....	73
	Wm. Bock, Chicago	59
	George J. Kappus, Chicago.....	65
	N. George Fry, Chicago.....	142
	C. E. Rennecker, Wilmette.....	36
District No. 11.....	F. A. Daniels, Woodstock.....	80
District No. 12.....	Gus Kirchner, DeKalb	88
District No. 13.....	Thos. Sullivan, Dixon	96
District No. 14.....	August Beger, Nauvoo	41
District No. 15.....	C. S. Randolph, Ipava.....	38
District No. 16.....	O. D. Ehrlicher, Pekin.....	208
District No. 17.....	C. W. Minshall, Colfax.....	20

District No. 18.....	H. B. Rowe, Paris	82
District No. 19.....	S. M. Riggs, Atwood.....	41
District No. 20.....	J. F. Shreve, Jacksonville.....	233
District No. 21.....	C. E. Bauman, Springfield.....	124
District No. 22.....	Thomas Knoebel, E. St. Louis.....	108
District No. 23.....	W. C. Irwin, Salem	74
District No. 24.....	E. M. Cates, Wayne City.....	35
District No. 25.....	E. Foreman, Cobden	84

Number of ballots cast, 2265.

Number of voting cards received, 492.

Mr. Larson:—I move that the five receiving the highest votes, Messrs. J. F. Shreve, O. D. Ehrlicher, J. H. Wells, N. Geo. Fry and I. M. Light receive the recommendation of the Association.

This was seconded and carried.

Secretary Day then read:

REPORT OF THE SECRETARY ON THE VOTE OF THE REGISTERED PHARMACISTS OF THE STATE FOR NOMINEES TO THE PRESIDENT OF THE UNIVERSITY OF ILLINOIS FOR APPOINTMENT ON THE ADVISORY BOARD OF THE SCHOOL OF PHARMACY OF THE UNIVERSITY OF ILLINOIS.

(Vacancy caused by the expiration of the term of W. H. Gale, of Chicago.)

Congressional Districts.	David Zamentowsky, Chicago	38
1 to 10 inclusive.....	John Bakkers, Chicago	62
	B. S. Cooban, Chicago.....	149
	C. W. Baker, Chicago.....	107
	C. G. Foucek, Chicago.....	61
	S. J. Jeruzal, Chicago.....	38
	A. G. C. Ackerman, Chicago.....	153
	B. A. C. Hoelzer, Chicago.....	110
	Jos. Hottinger, Chicago.....	147
	J. V. Lee, Evanston.....	89
District No. 11.....	Edwin Hall, Elgin.....	96
District No. 12.....	W. D. Duncan, Ottawa.....	146
District No. 13.....	C. F. Houser, Lena.....	35
District No. 14.....	Geo. W. Sohrbeck, Moline	124
District No. 15.....	E. T. Granacher, Quincy.....	72

District No. 16.....	C. F. Lilly, E. Peoria.....	103
District No. 17.....	S. D. Vandeventer, LeRoy.....	53
District No. 18.....	F. E. Blake, Watseka.....	69
District No. 19.....	W. M. Downey, Decatur.....	121
District No. 20.....	W. H. Garrison, Pearl.....	42
District No. 21.....	W. B. Graham, Carlinville.....	94
District No. 22.....	A. G. Schleuter, E. St. Louis.....	97
District No. 23.....	Wm. Rode, Brownstown.....	39
District No. 24.....	L. L. Smith, McLeansboro.....	61
District No. 25.....	W. W. Parks, DuQuoin.....	92

Number of ballots cast, 2168.

Mr. Garver:—I move the five highest, Messrs. A. G. Ackerman, B. S. Cooban, Jos. Hottinger, W. D. Duncan and G. W. Sohrbeck be recommended to the president of the University of Illinois for the appointment on the advisory board of the School of Pharmacy.

This was seconded and carried.

President Achelpohl:—We will now take a vote on the amendment to the by-laws.

Secretary Day:—I will read the amendment as offered: It is recommended that the by-laws of the Illinois Pharmaceutical Association be amended by the omission of Section 4 of Article 3, as follows:

Sec. 4. The committee on board of pharmacy records, created by invitation of the Board of Pharmacy, shall, at such time as it shall elect, and at least annually, inspect the records, books, and examination papers of the Illinois Board of Pharmacy, and shall annually report their observations to this Association, with such suggestions and recommendations as said committee may deem advisable.

Mr. Mahaffy:—I move the amendment as read be adopted.

This was seconded and carried.

Mr. Avery:—I have a resolution I wish to offer. (Reads resolution.)

RESOLUTION.

WHEREAS, A vacancy exists in the office of Director of the Bureau of Chemistry and Pharmacy in the Department of Agriculture.

AND WHEREAS, We deem it of greatest public welfare that in the selection of a new head of this important department one should be chosen who is thoroughly conversant with the duties and requirements of that office;

Resolved, That we, the members of the Illinois Pharmaceutical Association, in annual convention, do hereby recommend the candidacy of Dr. James H. Beal, of Scio, Ohio, as a successor to Dr. A. W. Wiley, and urge a careful consideration of Dr. Beal's fitness for this office.

It was moved and seconded the resolution read by Mr. Avery be adopted. Carried.

President Achelpohl:—Mr. Forbrich wishes to read a paper.

Mr. Forbrich:—I have a paper which I wish to read, but as it is quite lengthy, and we have a good deal of business before us, I will ask permission to have it printed in the proceedings of the meeting, and will give you brief extracts of it now.

Unanimous consent was given to have Mr. Forbrich's paper printed in the proceedings of the meeting.

MR. FORBRICH'S PAPER

Gentlemen:—Surrounded, as I am, by such an evident spirit of harmonious unity and co-operative enthusiasm on the part of my fellow men, I am prompted to speak a few words on behalf of the druggists' own co-operative cigar factory, which, as most of you doubtless know, is now in operation at Tampa, Florida.

Our Association, brother pharmacists, is doing good work for us in its endeavor to elevate our profession to a higher standing. And our co-operation with the other druggists' associations to eliminate the itinerant vender evil we must admit has great bearing on results so far obtainable. The great propaganda movement is also bearing fruit, and if the Association is not doing the work as fast perhaps as some of us would like to have it done it is not the association's fault. The fault belongs to the pharmacist himself. If the pharmacists of the various states would become members of their respective associations and co-operate with them to elevate pharmacy to its proper standing professionally and commercially from a business standpoint, we would have little trouble in obtaining results. To bring this about I would suggest that every member persuade one non-member to join the Association each year,

we would in the course of a few years attain the strength which will with the co-operation of the various druggists' associations in the country, compel the recognition that is just, from the elements that be, and remove the obstacles that now confront our honorable advancement. The associations handicapped as they are in many ways, are nevertheless co-operative with one another, to bring about the conditions that will elevate pharmacy; they are doing so with ever advancing footsteps which leave in their wake an everlasting benefit to its members and non-members as well, and to mankind. I congratulate the Association and thank the officers and committees for their kindness in giving up so much of their time free, to better my condition, your condition and the condition of non-members, in pharmacy. Some people say competition is the life of trade. It is, fellow pharmacists, if you want to sell your chattels at cost and do business for love and loss of profit, and the livelihood which we are all entitled to; I would say competition is the death of business and a livelihood in the drug business, because you know as well as I do, that if another drug store gets into the corner opposite your drug store, where you have been making an honest living for years, it will put you out of business or cheat you out of your honest living if that store sells drugs at cost and you do likewise. Do you think that is the life of business? No, sir. It is sitting at the wake of your own funeral. If the new druggist comes to you, or you go to him and you both agree to sell your goods for an honorable profit and try to elevate pharmacy instead of pulling it down into the dust, the chances are, that both of you will make an honest living. That's the life of business and that is co-operation. Therefore, co-operation is the life of business because it lives and lets live. I am now to the point where I will tell you of a very important awakening in the drug business. It is of an adjunct to our business which brings some of us many dollars in profits every year, some of us do not fare so well in this line, because our stores are not located in neighborhoods where many cigars are sold.

Early in 1910, the plan of organizing and promoting a cigar factory for the interests of the retail druggists at large, and to be controlled by them, was formulated by Mr. Ernest Berger, himself a retail druggist in Tampa, the recognized home of the Clear Havana Cigar industry. The idea was presented to several of our prominent, national, fellow druggists, who, after careful deliberation as to its feasibility, expressed their favorable attitude toward the Institution. After several months of preliminary work, the company was completely organized and a corps of responsible, capable men elected to the executive and directorate offi-

ces of the enterprise. This took place at the Niagara Falls Convention in 1911. In all and every line of commerce, the success of any venture depends solely upon the integrity, experience and responsibility of its officers. In this connection I have to assure you that the Tampa-Cuba Cigar Company has a staff of officers whose capabilities are unquestioned. Most all of you here know that such men as Guilford, Huhn, Beal, Bode-mann, Engstrom, Berger and others on the list, are all of national repute—men who carefully investigate into the merits of movements concerning the drug trade,—and the acquisition of such an intelligent and responsible personnel is a signal victory for the Druggists' Factory. Cigar factories spring up here and there with surprising repetition, some of which are successful, others not. The successful ones are those whose factory operations are supervised by tobacco men who are experienced in their calling, and who understand the matter of selection of tobacco, blending of same, and of producing cigars therefrom which maintain the original established standard which must appeal to the cigar-smoking public in the country at large. For this vastly important position I have to state that Mr. Emilio Pons, of Tampa and Habana, was selected. Mr. Pons is a veteran in the cigar and tobacco business, and has been identified with the industry since its early inception in Tampa. The Tampa Morning Tribune has the following to say about him: "Mr. Pons was elected Treasurer of the concern and will have full charge of the manufacturing department of the business. The new company is to be congratulated on having Mr. Pons interested with them. He has made the cigar and tobacco business a life work and is a recognized expert. He made the Principe de Glaes brand for years."

Surely, this is conclusive evidence that "Our Factory" is in charge of the proper man. Mr. Pons is assisted by Mr. Florentino Diaz, as factory foreman. Mr. Diaz is a native born Cuban, and has spent his entire career in the tobacco industry. For a period of years he was employed by Don. V. Guerra, as a foreman of their Habana factory, and he was later connected, as factory manager, with the Tampa firm of Englehart & Co., making the well known "Englo" brand. He, also, is an authority on the curing and blending of Habana tobacco.

The Company's Secretary and General Manager, Mr. Ernest Berger, is a gentleman deserving of special mention. He has lived in Tampa for the past twenty-two years and has seen the wonderful growth of the cigar industry in that great city since the time there were but three or four small factories in operation until now, when there are a total of over 200 concerns. He has seen small concerns start on \$500 capital and grow to houses with amassed responsibilities of \$50,000 and more,

and houses with a \$5,000 capital start, grow to big concerns worth \$250,000, and he knew what would be in store for the Tampa-Cuba Cigar Company and its members with a factory producing the proper sort of goods. Mr. Berger is favorably known, nationally, and particularly in his home state. He has been President of the Florida Board of Pharmacy for eight years, is President of the Tampa Retail Druggists' Association, a member of the Board of Governors of the Tampa Board of Trade, and is identified with several others of Tampa's commercial enterprises. Mr. Berger's corps of factory department heads were all selected with deliberate care, and preside over their respective departments in a manner proclaiming their fitness.

The question which confronts you fellow druggists is: Where and how will you be benefitted by becoming a member of this co-operative institution? There are many plausible reasons why you should favorably consider coming into this organization.

In plain figures, dollars and cents, you entitle yourselves to many benefits therefrom. First of all, you get a line of ultra-quality Tampa cigars that are controlled by the druggists themselves and not by the Big Octopus which dominates over the cost of many cigars you now handle. Second, you pay this institution, for popular sizes and shapes, practically the same prices as your jobber pays for similar goods, hence you save his profits. This is an important feature in itself and represents a great saving. Third, you participate in the actual earning of the company in yearly dividends. As the membership swells and its output increases, so is the company's capital stock enhanced in value. Fourth, you are protected from the price cutting evil which confronts us all. A price list, stating sizes and shapes at their minimum national retail values, has been established, and will positively be enforced.

These and many more features are at your command.

The equitable feature in connection with the organization and conduct of this company are deserving of especial mention. Contrary to many practices in effect, when large commercial institutions are organized, there has been absolutely no watered stock, free or promotion stock, or otherwise, issued. The company, under its charter, is authorized to issue \$250,000.00 capital stock, divided into 25,000 shares of common, non-assessable, the par value of which is \$10 per share, fully paid. Each and every member is entitled to privileges alike, whether a small or a large stockholder. Guilford, Huhn, Berger and everybody came in on the same footing, paying \$10 each for their shares.

Regarding brands, the company has now in use four labels that are patterned after designs to appeal to the national trade. Others will be

adopted as the exigency requires. Under these brands, forty sizes and shapes, in a wide variety, are packed, ranging from \$30 per M to the finest grades. These prices, list, are what your jobber gets for similar goods.

Deliveries are made by express and freight to the members direct, insuring dispatch movements and goods fresh from the factory with all their original flavor.

Stocks will be carried for distribution in the large centers, for the convenience of stockholders.

Now, what does it cost to join and secure an agency? You may become a member of the Tampa-Cuba Cigar Co. and indulge in its benefits by holding a small block of its capital stock, which, for a limited time, will still be sold at its par value, \$10 per share. The average agency carries a total of ten shares, payable either in cash or installments through a period of ten months, if required. Stock is subscribed for through the Bank of Commerce, a substantial banking institution of Tampa. The maximum amount of stock sold to any one man is fifty shares. Each stockholder is obligated to give the Board of Directors a prior option before selling the stock to others. This prevents the possibility of stock control or selling out to the trust.

In conclusion, Gentlemen, I want to say that this worthy, progressive enterprise has grown from a mere dream—a hope—a possibility of 1911 to a wonderful actuality of today. In its fight for better and larger profits on cigars, increased cigar trade and sales, and price protection. The Tampa-Cuba Cigar Company has already enrolled the membership of over one thousand live, wide-awake retail druggists in forty-seven states. It is doing business now at the rate of over five million cigars per annum, and is rapidly increasing. The popularity of the brands, and saleability of the cigars have been properly attested by many commendatory letters from members everywhere.

I thank you, one and all, for your interest, and trust that I shall have the pleasure of talking with you further, individually, on the subject.

President Achelpohl:—The next thing is to decide where we shall meet next year.

Mr. Garver:—I move that the next meeting be held at Quincy, the date of meeting to be fixed by the Executive Committee.

Mr. Garver's motion was carried unanimously.

President Achelpohl:—It is quite an honor to me to again have the

pleasure of entertaining you, and an honor to the city of Quincy as well. It means more to me than probably you have any idea of, and I will certainly do all in my power to entertain you and to give you no occasion to regret coming to Quincy. (Applause.)

Secretary Day:—Before the election of our officers it is customary to fix the salaries of the salaried officers.

Mr. Light:—I move the Secretary's salary be fixed at \$300 a year, as heretofore.

The motion was seconded and carried.

Mr. Hoelzer:—I move the Treasurer's salary be fixed at \$25 a year.

This was seconded and carried.

Mr. Schaper:—At the last meeting a motion was passed to invite delegates of the Illinois State Medical Society to meet with us, and I would like to know if anything has been done in that matter by the Executive Board or by the officers?

Secretary Day:—We were unfortunate at Rock Island. The stenographer did not turn in a report of the meeting, that is how the invitation to the physicians was overlooked.

Mr. Schaper:—I move that a delegation from the State Medical Society be invited to meet with us next year in Quincy. There is a general get-together movement all over the country. I don't want to see the Illinois State Pharmaceutical Association be behind any other. The Oklahoma Pharmaceutical Association met with the Oklahoma State Medical Association, and I don't want to see a smaller state like Oklahoma get ahead of Illinois.

The motion was seconded and carried.

Mr. Dorland:—At the Rock Island meeting there was a motion made by Mr. Bodemann to offer the following amendment to the Constitution, which, in accordance with the provisions of the Constitution, had to lie over until this annual meeting. The amendment is as follows:

To amend Section 6 of Article V., of the Constitution so as to read:

No member of the Executive Committee shall be represented by proxy unless the person holding the proxy resides in the same congressional district as the member issuing it, and no member of the State

Board of Pharmacy or any employee or agent of said Board shall be a member of the Executive Committee or hold the proxy of any member thereof.

In bringing up this proposition I simply want it presented because it should be presented. It is the privilege of any member of this Association to bring up any amendment to the Constitution or By-Laws.

Also in bringing this matter up, I want to say, with some druggists in the state it seems that just as soon as one of their number is voted on, and is placed on the Board of Pharmacy, the very ones who worked so hard to get him the appointment commence to knock him just as hard as they formerly worked for him. They are all good fellows just like us, but I think we and the Board of Pharmacy ought to work together, and this Association ought to get out of the Knockers' Club, and join the Boosters. (Applause.)

Mr. Light:—I move the amendment be laid upon the table.

The motion was seconded and carried.

Mr. Crowley:—I move we extend a vote of thanks to Mr. Lahl, and the Travelers' Association, to Mr. Mitchell our efficient Local Secretary, to the Sangamon County Retail Druggists' Association, to the Central Union Telephone Company and all who entertained so splendidly, and I ask a rising vote of thanks.

President Achelpohl:—You have heard the motion, those in favor will rise. (All rise.)

Mr. Boehm:—I move that the usual per capita contribution of \$201.00 be voted to the National Association of Retail Druggists.

This was seconded and carried.

Mr. Dorland:—Last year at Massachusetts a question, national in scope, was brought up by a gentleman from Pennsylvania, providing that the representation of each State Association in the National Association be limited to *two* like our state representation in the United States Senate. The number of delegates is now based on the amount of money each state association pays into the treasury of the National Association. I believe the consensus of opinion was to fight for a larger representation for those that paid in more money, and I believe that Illinois or any state that has a large number of members should have more power than the smaller states.

Mr. Wells:—I don't believe we understand this question thoroughly. I think the idea of the National Association was not to cut down the representation of some states, but to get the moral support of all the states.

Mr. Boehm:—I believe this Association ought to pass resolutions instructing our delegates to vote against decreasing our representation.

Mr. Wells:—I don't think we ought to take action on this matter, at least not until we understand it.

Mr. Crowley:—I don't believe we should, at this time, hamper our delegates by instructing them in this way. We do not understand the question thoroughly, and I think it would be ill-advised at this time to go on record one way or the other.

Mr. Boehm:—I move that this Association pass resolutions instructing our delegates to vote against decreasing our representation.

The motion was seconded but failed to pass.

President Achelpohl:—We will now proceed with the election of officers; nominations are now in order for president.

Mr. Wheatcroft:—I nominate Mr. Jas. H. Wells for President.

Mr. Light:—I move the nominations be closed and that the Secretary cast the unanimous vote of the Association for Mr. James H. Wells for president.

This was seconded and carried amid applause.

Secretary Day:—The Secretary casts the unanimous vote of the Association for Mr. James H. Wells, for president.

President Achelpohl:—Nominations are now in order for First Vice President.

Mr. Dupcan:—I place in nomination Mr. Ralph E. Dorland for First Vice President.

Mr. Mahaffy:—I move the Secretary cast the unanimous vote of the Association for Mr. Dorland for First Vice President.

This was seconded and carried.

Secretary Day:—The Secretary casts the unanimous vote of the Association for Mr. R. E. Dorland for First Vice President. (Applause.)

President Achelpohl:—Nominations are now in order for Second Vice President.

Mr. Larsen:—I place in nomination Mr. A. J. Riess, of Rock Island, for Second Vice President.

Mr. Brown:—I move the Secretary cast the unanimous vote of the Association for Mr. Riess for Second Vice-President.

This was seconded and carried.

Secretary Day:—The Secretary casts the unanimous vote of the Association for Mr. A. J. Riess for Second Vice-President. (Applause.)

President Achelpohl:—Nominations are now in order for Third Vice President.

Mr. Mahaffy:—I place in nomination Mr. I. M. Light, of Chicago, for Third Vice President.

Mr. Brown:—I move the Secretary be instructed to cast the unanimous vote of the Association for Mr. Light for Third Vice President.

Mr. Light:—Mr. President, I wish to withdraw my name as Third Vice President. I didn't know anything about this. I must insist that my name be withdrawn.

With the consent of Mr. Brown, Mr. Mahaffy withdrew his nomination.

Mr. Wells:—I place in nomination Mr. Paul Grace, of West Salem for Third Vice President.

Mr. Light:—I move the Secretary be instructed to cast the unanimous vote of the Association for Mr. Grace for Third Vice President.

This was seconded and carried.

Secretary Day:—The Secretary casts the unanimous vote of the Association for Mr. Paul Grace for Third Vice President. (Applause.)





CHRIS GARVER, Treasurer

President Achelpohl:—Nominations are now in order for Secretary.

Mr. Denton:—I place in nomination the name of W. B. Day for Secretary.

Mr. Light:—I move we elect Mr. Day by a rising vote. (All rise.)

President Achelpohl:—The President casts the unanimous vote of the Association for Mr. W. B. Day for Secretary.

President Achelpohl:—Nominations are now in order for Treasurer.

Mr. Avery:—Our old friend who has so many years taken care of this office declines re-election to this office. And so it gives me pleasure to place in nomination another old war horse of the Association, who has been with us for many years, Chris Garver, of Bloomington, and I move the Secretary cast the unanimous vote of the Association for Mr. Garver for Treasurer.

This was seconded and carried.

Secretary Day:—The Secretary casts the unanimous vote of the Association for Mr. Garver for Treasurer.

President Achelpohl:—The next matter of business is the nomination for the members of the Executive Committee. There is one from each congressional district. We will take a five minutes recess to allow the members from the various congressional districts to get together.

The following members were nominated for the Executive Committee:

1. O. P. Stephan, Chicago.
2. John Bakkers, Chicago.
3. John T. Lueder, Chicago.
4. James P. Crowley, Chicago.
5. John J. Boehm, Chicago.
6. Stanley Jeruzal, Chicago.
7. George P. Guerten, Chicago.
8. Harry Moyer, Chicago.
9. Otto Niethammer, Chicago.
10. A. E. Clyde, Glencoe.
11. A. A. Ludwig, Sycamore.
12. W. D. Duncan, Ottawa.
- 13.
14. Charles Brunstrom, Moline.
15. August H. Heidbreder, Quincy.

16. Paul R. Fritsche, Peoria.
17. J. T. Denson, Minonk.
18. W. F. Baum, Danville.
19. William Downey, Decatur.
20. W. S. Denton, Beardstown.
21. J. H. Shriver, Virden.
22. P. L. Gain, East St. Louis.
23. F. J. Nirider, Kinmundy.
24. Paul Grace, West Salem.
- 25.

Mr. Boehm:—Before we finish up, I think we would like to do something in regard to Mr. Bartells. He is one of the good old men of this Association, and we will feel his loss deeply when he leaves us. Mr. Bartells in years gone by would never take a cent for his services. He did all he could for us, and now he is going to retire. A salary of \$25 has been voted for our next Treasurer. The Association at least ought to express a rising vote of thanks for the faithful services of Mr. Bartells, and resolutions ought to be adopted, signed by the President and all the officers for faithful services performed, and he ought to be made an honorary member.

Mr. Wells:—May I inform the speaker that Mr. Bartells was made an honorary member at a previous session.

Mr. Boehm:—At least the small sum of \$50 should be appropriated, not as pay to Mr. Bartells, but as an honorarium presented to him at the close of his fourteen years of faithful service as our Treasurer. (Applause.) I make this as a motion.

Mr. Crowley:—I take great pleasure in seconding that motion. The Auditing Committee that took care of Mr. Bartells report, found everything in the best of order, and that he had displayed great care and economy in using our money.

Mr. Bartells:—As I am still Treasurer, and still have the money in my care, I object to spending the money in this way. You are making appropriations and we have got to be careful of the money we spend, and not have any extra expenses, and I object to having the money voted away in this manner.

President Achelpohl:—Your objection Mr. Bartells, is out of order and the President will put the motion by asking a rising vote. (All rise.) The motion is carried.

Mr. Light:—The report on the nominations for the Executive Board shows two vacancies, one from the 13th, and one from the 25th district.

Mr. Mahaffy:—I move the Secretary and President be authorized to fill the vacancies.

The motion was seconded and carried.

Mr. Light:—I move the names just read for the Executive Committee of the Illinois Pharmaceutical Association be concurred in by this body.

The motion was seconded and carried.

Mr. Bartells:—I would just like to say a word in regard to the next meeting at Quincy. You have all read about the Keokuk Dam. It is a wonderful piece of work second only to the Panama Canal, and I think you will all enjoy a trip to visit that dam, so I want you to come next year prepared to devote one day to pleasure, and we will take an excursion boat from Quincy, view the work and have a good time on the way. It is one of the greatest pieces of engineering work in the world, and when it is finished we intend to furnish power to St. Louis and to all the Mississippi Valley.

President Achelpohl:—The next order of business is the installation of officers, Mr. Baum and Mr. Deck are appointed a committee to conduct the newly elected offices to their places. (The committee escorts President-elect Wells).

President Achelpohl: (Continuing):—It is a great pleasure to welcome you as the President of this Association, Mr. Wells.

Mr. Wells:—I wish I had something original to say on this occasion to express my appreciation. All I can say is, Thank you, in the good old fashioned way. I am proud to be elected your President; that goes without saying, anyone would be proud to be President of this organization. I will do my best in the next year to look after your interests and after the welfare of all the druggists of the state. (Applause.)

President Achelpohl:—I now wish to introduce the real speech maker, representing this administration, Mr. Ralph E. Dorland, of Springfield, our First Vice President.

Mr. Dorland:—Not being much of a speech maker, I will not de-

tain you with a long oration. I merely wish to say I will always endeavor to be close to the President so that if during the heat of the battle, he is wounded, I can catch him. (Laughter and applause.)

President Achelpohl:—I will now introduce Mr. Riess, of Rock Island, Second Vice President.

Mr. Riess:—All I wish to say is I feel highly honored in being elected to this high position. I am like our Secretary of State the other day, I have no set speech, but I will try to do the best I can to help promote the interests of our Association. (Applause.)

President Achelpohl:—We will now hear from Mr. Grace, Third Vice President.

Mr. Grace:—Fellow members, I feel highly honored to be associated with such men as are my fellow officers, and feel that if I can only successfully follow the lead of my predecessors, I will have done well, and I shall be proud to strive to equal the record they have made. (Applause.)

President Achelpohl:—We will now hear from our Treasurer, Mr. Garver.

Mr. Garver:—Mr. President, Ladies and Gentlemen, I think you have imposed the greatest hardship on me of any of the officers elected today, when I must undertake to follow in the footsteps of such a man as my predecessor. I suppose some of you fellows will try to get next to the Treasurer, but I will see that Mr. Wells and I keep our hands in our pockets. (Laughter and applause.)

Mr. Bartells:—I want to congratulate the Association on having secured Wells to furnish drink, and Grace to take it down nicely. I am sure starting with such names as that that next year should be a successful one and I hope so from the bottom of my heart. (Applause.)

President Achelpohl:—We will now hear from our re-elected Secretary, Mr. Day.

Mr. Day:—As everyone of my predecessors and superior officers have disclaimed any ability to make a speech, I am surely not willing to undertake speechmaking. I am very proud of this re-election. I candidly confess it. This is the sixth time I have been re-elected Secretary, and when I took the position it was with the intention of being Secretary for one year only. I had no thought of continuing so long.

I greatly appreciate your kindness towards me, and your confidence in me, and assure you at all times, I will do everything in my power to advance the interests of the Association. (Applause.)

President Achelpohl:—Mr. President and fellow druggists, before retiring I wish to express to you my sincere thanks, and to my associates in office who have been so untiring in their efforts to assist me. Certainly words cannot express the honor which I have felt in being the President of this Association. I am now a "has been", but you will always find me in the ranks with my coat off, and when you want me you have only to say the word. I thank you. (Applause.)

Mr. Saylor:—At this the terminating point of this meeting, I believe it would be fitting upon my part, as a druggist of Springfield, to say a few words expressing our appreciation of your presence with us during the past few days. Judging from your expressions here today, I think you have had a good time, and I believe you enjoyed yourselves last night, and have taken Springfield.

And gentlemen on the part of the druggists of Springfield, I thank you for your presence here at this convention. We hope you have enjoyed yourselves. We have done the best we could under the circumstances, being novices along this line of work, and you will please overlook any omissions on our part. It has been a pleasure to us to entertain you, and when you go to your homes, do not forget that the gates of Springfield are always open to you. You do not have to knock, whenever this Association chooses to come back to Springfield, open arms and hearts and homes are ready to receive you. (Applause.)

This is the first year that I have had the privilege of being present at a session of this Association, but as a druggist, I appreciate everything you are doing. Our President, the leading spirit of this Association, has done everything he can to further this great cause throughout the state, and I believe every druggist should be willing, and is glad to stand behind this President. I think the President we have just elected will carry on the work in such a way to reflect credit upon this Association. We would like to have men at the head of our Association that are efficient and honest, and that will carry on the business of the Association as they carry on their own business. When our fellow townsman, Ralph E. Dorland, comes into possession of this great plum, the great State of Illinois will ring with the sound of the praise of Ralph E. Dorland, President of the Illinois Pharmaceutical Association. (Applause.) I judge from the expressions of the newly elected officers this

is to be a banner year, and that we will be proud of the work accomplished by this Association when we meet next year in the beautiful city of Quincy. I again assure you that the druggists of Springfield appreciate your presence here during this convention, and invite you back any time you want to come. (Applause.)

President Wells:—I wish to thank Mr. Saylor for his kind words in behalf of the druggists of Springfield, and it is a satisfaction to know that our presence has been a pleasure to the people of Springfield.

Upon motion the convention adjourned to meet next year in Quincy.

Illinois Pharmacy Law

- Sec. 1. None but registered pharmacists to conduct drug stores.
- Sec. 2. Who may be employed in drug stores.
- Sec. 3. Meaning of the words drug store or pharmacy.
- Sec. 4. Registered pharmacists (by examination.)
- Sec. 5. Local registered pharmacists (by examination.)
- Sec. 6. Assistant registered pharmacists (by examination.)
- Sec. 7. Duty of registered pharmacists as to apprentices.
- Sec. 8. Annual registration—Fee—Certificate to be posted.
- Sec. 9. Board of Pharmacy—How appointed.
- Sec. 10. Organization of board—Duties of Officers—Place of meetings.
- Sec. 11. Per Diem and expenses of members of board.
- Sec. 12. Label with name of article—Penalty.
- Sec. 13. False representation to procure registration—Penalty.
- Sec. 14. Adulteration and substitution—Penalty for—Expert—Board to prosecute.
- Sec. 14a and 14b. Requirements sale cocaine and eucaine.
- Sec. 14c. Penalty for violations.
- Sec. 15. Suit for penalties—State's Attorney to prosecute
- Sec. 15a. All moneys received to be paid into state treasury.
- Sec. 16. Does not interfere with terms of officers, certificates or privileges heretofore granted.

AN ACT to regulate the practice of pharmacy in the State of Illinois, to make an appropriation therefor, and to repeal certain Acts therein named, approved May 11, 1901, in force July 1, 1901, as amended by an Act approved May 13, 1903, in force July 1, 1903, as amended by Act approved June 3, 1907, in force July 1, 1907, as amended by Act approved and in force January 17, 1908, as amended by Act approved June 10, 1911, in force July 1, 1911.

Section 1. *Be it enacted by the People of the State of Illinois, represented in the General Assembly.* That it shall be unlawful for any person, not a registered pharmacist within the meaning of this Act, to open or conduct any pharmacy, dispensary, drug store, apothecary shop or store, for the purpose of retailing, compounding or dispensing drugs, medicines or poisons, and any person violating the provisions of this section shall be liable to a penalty of not less than twenty nor more than one hundred dollars for every such violation: *Provided, however,* That nothing in this Act will prevent any person or persons owning a drug store or pharmacy, who shall employ and place in active and personal charge of the same, a registered pharmacist, and that nothing herein contained shall apply to nor in any manner interfere with the practice of any physician or prevent him from supplying to his patients such articles as may seem to him proper, nor with the exclusive wholesale business of any wholesale druggist: *Provided,* That nothing contained in this Act shall apply to the sale of patent or proprietary preparations which do not contain cocaine, alpha or beta eucaine, or any salt or any compound or derivative of the foregoing substances, when sold in original and unbroken packages.

Sec. 2. That it shall be unlawful for the proprietor of any drug store or pharmacy to allow any person in his employ, except a registered pharmacist or registered assistant pharmacist, to compound, recommend, dispense, or sell at retail, drugs, medicines or poisons, or except an apprentice under the immediate supervision of a registered pharmacist as hereinafter provided. Any person violating the provisions of this section shall be liable to a fine of not less than twenty nor more than one hundred dollars for each and every such offense.

Sec. 3. The term drug store or pharmacy shall, for all purposes of this Act, be construed to mean a shop, store or other place of business where drugs, medicines or poisons are compounded, dispensed or sold at retail.

Sec. 4. Registered pharmacists, by examination, must be persons not less than 21 years of age, of good moral character and temperate habits, and who have had four years' practical experience in compounding drugs in drug stores where the prescriptions of medical practitioners are compounded, or physicians holding certificates from the State Board of Health, and who have passed a satisfactory theoretical and practical examination before the State Board of Pharmacy hereinafter mentioned. The said board may, in its discretion, grant certificates of registration to such persons as shall furnish with their application satisfactory proof that they have been registered by examination in some other state:

Provided, That such other state shall require a degree of competency equal to that required of applicants in this State. Every applicant for registration as a registered pharmacist shall pay to the secretary of the board the sum of ten dollars at the time of filing the application. The payment of said sum of money as aforesaid shall entitle the applicant to take a second examination in case he failed in the first, but no more; *Provided*, Said second examination is taken within six months of the first; and upon the payment of an additional five dollars in case the applicant passes a satisfactory examination, the secretary of the Board of Pharmacy shall issue to him a certificate as a registered pharmacist.

Actual time of attendance, but not to exceed two years, at any reputable school of pharmacy, college of pharmacy or department of pharmacy of a university, shall be accredited on the above required service under a registered pharmacist: *Provided*, That applicants are able to show by proper certificate from the school of pharmacy, college of pharmacy or department of pharmacy of a university which they have attended that their school work was satisfactory.

The State Board of Pharmacy shall make rules to establish a uniform and reasonable standard of educational requirements to be observed by schools and colleges of pharmacy or pharmacy departments of universities, and said board may determine the reputability of schools, colleges and departments of pharmacy by reference to their compliance with such rules.

Sec. 5. Any person shall be entitled to registration as a local registered pharmacist and shall be deemed a registered pharmacist within the meaning of this Act who is of the age of 21 years or over, of good moral character and temperate habits, and who shall have had four years' service under a registered pharmacist and shall pass a satisfactory examination before the State Board of Pharmacy. Each applicant for registration as local registered pharmacist shall pay to the said board the sum of ten dollars when his application is filed. The payment of said sum of money as aforesaid shall entitle the applicant to take a second examination in case he failed in the first, but no more; *Provided*, That said second examination is taken within six months of the first, and upon the payment of an additional five dollars, in case the applicant passes a satisfactory examination, the secretary of the State Board of Pharmacy shall issue to him a certificate as a local registered pharmacist. Said board shall have the right to refuse registration to applicants whose examinations and credentials are not satisfactory evidence of their competency. Said certificate shall be operative in and apply to the village, town, city, place or locality for which granted and no other.

Actual time of attendance, but not to exceed two years, at any reputable school of pharmacy, college of pharmacy or department of pharmacy of a university, shall be accredited on the above required service under a registered pharmacist; *Provided*, That applicants are to show by proper certificate from the school of pharmacy, college of pharmacy or department of pharmacy of a university which they have attended that their school work was satisfactory.

Provided, That no local registered pharmacist certificate shall be granted under this section for any village, town, or city, the population of which exceeds 1,500 according to the federal census next preceding.

Provided, further, That any and all persons holding registered pharmacist time service certificates heretofore issued may have the same renewed from year to year in the same manner and under the same conditions as are provided herein for the renewal of registered pharmacist certificates.

Sec. 6. Any person shall be entitled to registration as an assistant pharmacist who is of the age of 18 years or over, of good moral character and temperate habits, and who shall have had three years' service under a registered pharmacist and shall pass a satisfactory examination before the State Board of Pharmacy. Each applicant for registration as assistant pharmacist shall pay to the said board the sum of five dollars when his application is filed. The payment of said sum of money as aforesaid shall entitle the applicant to take a second examination, in case he failed in the first, but no more: *Provided*, That said second examination is taken within six months of the first; and upon the payment of an additional five dollars, in case the applicant passes a satisfactory examination, the secretary of the Board of Pharmacy shall issue to him a certificate as a registered assistant pharmacist. Said board shall have the right to refuse registration to applicants whose examinations and credentials are not satisfactory evidence of their competency. Any assistant pharmacist shall have the right to act as clerk or salesman in a drug store or pharmacy during the temporary absence of the registered pharmacist.

Actual time of attendance, but not to exceed one year, at any reputable school of pharmacy, college of pharmacy or department of pharmacy of a university, shall be accredited on the above required service under a registered pharmacist: *Provided*, That applicants are able to show by proper certificate from the school of pharmacy, college of pharmacy or department of pharmacy of a university which they have attended that their school work was satisfactory.

Sec. 7. It shall be the duty of registered pharmacists, who take into their employ an apprentice for the purpose of becoming a pharmacist, to instruct said applicant to apply to said Board of Pharmacy for registration as apprentice, and the said Board of Pharmacy shall have the right to require such an examination as shall establish the educational qualifications of the applicant, and the date of experience required of applicants for assistant, or registered pharmacists, shall be computed from the date of registration as apprentice. The Board of Pharmacy shall furnish proper blanks for this purpose and issue a certificate of registration as a registered apprentice upon the payment of two dollars.

Sec. 8. All certificates issued by the State Board of Pharmacy shall expire on the thirty-first day of December following the date of the issuance of same.

Every registered pharmacist engaged in the active practice of his profession shall annually, during the time he continues in such active practice, pay to the State Board of Pharmacy a renewal fee, to be fixed by said board, but which shall in no case exceed \$1.50 if paid between the first day of January and the first day of March of each year, nor \$3.00 if paid between the first day of March and the first day of April of each year, nor \$5.00 if paid between the first day of April and the first day of May of each year. The payment of such renewal fee shall entitle him to a renewal of his certificate.

Every assistant pharmacist engaged in the active practice of his profession shall annually, during the time he continues in such active practice, pay to the State Board of Pharmacy a renewal fee, to be fixed by said board, but which shall in no case exceed \$1.00 if paid between the first day of January and the first day of March of each year, nor \$2.00 if paid between the first day of March and the first day of April of each year, nor \$4.00 if paid between the first day of April and the first day of May of each year. The payment of such renewal fee shall entitle him to a renewal of his certificate. If the renewal fee for any certificate the holder of which is actively engaged in the practice of his profession be not paid by the first day of May of each year, such certificate is hereby declared null and void, and the holder thereof may be reinstated as a registered pharmacist or assistant pharmacist only by passing a successful examination before the State Board of Pharmacy: *Provided*, That actual retirement from the profession of any registered pharmacist or assistant pharmacist for a period not exceeding five years, shall not deprive him of the right to renew his registration upon the payment of all lapsed fees.

The Board of Pharmacy may refuse registration, or renewal of

certificates to, or may suspend the certificates of registered pharmacists, or assistant pharmacists, who are proven to be so addicted to the excessive use of stimulants or narcotics as to render them unsafe to handle or sell drugs, medicines and poisons, or who are proven not to be of good moral character.

If the holder of every certificate of pharmacy granted under the provisions of this Act shall refuse or neglect to conspicuously display the same in the drug store, pharmacy or department to which it applies, or if the registered pharmacist who conducts the drug store, pharmacy or department shall neglect or refuse to conspicuously display his name over the door or department, he shall be liable on conviction thereof to pay a penalty of not less than twenty dollars nor more than fifty dollars.

Sec. 9. The Governor, with the advice and consent of the Senate, shall appoint five persons from among such competent registered pharmacists in the State as have had ten years' practical experience in the dispensing of physicians' prescriptions since such registration, who shall constitute the Board of Pharmacy. The persons so appointed shall hold their offices for five years: *Provided*, that the terms of office shall be so arranged that the term of one shall expire on the thirty-first day of December of each year, and the vacancies so created, as well as all vacancies otherwise occurring, shall be filled by the Governor. The Illinois Pharmaceutical Association shall annually report directly to the Governor, recommending the names of at least three persons whom said association shall deem best qualified to fill any vacancies which shall occur in said board.

Sec. 10. The Board of Pharmacy shall elect a president from among its members, and a secretary, who shall not be a member of said board. Said secretary shall receive a salary of \$3,000.00 per annum. He shall also receive his traveling and other expenses incurred in the performance of his official duties. The board shall require the Secretary to give a good and sufficient bond for the faithful performance of his duties. It shall be the duty of the board to examine all applications for registration submitted in proper form; to grant certificates of registration to such persons as may be entitled to the same under the provisions of this Act; to cause the prosecution of all persons violating its provisions; to prescribe the duties of the secretary and to make an annual report to the Governor and to the Illinois Pharmaceutical Association of all monies received and disbursed under the provisions of this Act, which report shall also include a record of the proceedings of the board and also the names of all registered pharmacists, assistant pharmacists and apprentices to whom certificates were granted during

the time covered by the report. The board is also empowered to employ such clerks, stenographers, inspectors and other assistants as may be necessary to fully carry out the provisions of this Act. The board shall hold meetings for the examination of applicants for registration and the transaction of such other business as shall pertain to its duties, at least once in six months: *Provided*, that said board shall hold meetings at least once in every year in the city of Chicago and in the city of Springfield, and it shall give thirty days' public notice of the time and place of such meeting; shall have the power to make by-laws for the proper fulfillment of its duties under this Act, and shall keep a book of registration in which shall be entered the names and places of business of all persons registered under this Act, which book shall also specify such facts as said persons shall claim to justify their registration. Three members of said board shall constitute a quorum.

Sec. 11. The members of the board shall receive as compensation for their services the sum of eight dollars for each day actually engaged in this service. The compensation of the members of the board shall be payable upon bills of particulars certified to as correct by the president of the Board of Pharmacy and approved by the Governor, and the Auditor of Public Accounts shall pay such compensation out of any monies which may from time to time be appropriated for that purpose. Each member of the board shall receive his traveling and other expenses incurred in the performance of his official duties, payable out of any appropriation which may be made for such purpose.

Sec. 12. No person shall sell at retail any drug, medicine or poison without affixing to the box, bottle, vessel or package containing the same a label bearing the name of the article distinctly shown, with the name and place of business of the registered pharmacist from whom the article was obtained: *Provided*, nothing in this section shall apply to the sale of patent or proprietary preparations which do not contain cocaine, alpha or beta eucaine, or any salt or any compound or derivative of the foregoing substances, when sold in original and unbroken packages, nor with the dispensing of physicians' prescriptions, nor with the sale of paris green or lead arsenate when sold for insecticide purposes only. Every proprietor or manager of a drug store or pharmacy, shall keep in his place of business a suitable book or file, in which shall be preserved for a period of not less than five years, the original of every prescription compounded or dispensed at such store or pharmacy, numbering, dating and filing them in the order in which they were compounded, and shall produce the same in court or before any grand jury whenever thereto lawfully required. Said book or file of original prescriptions shall at

all times be open for inspection by duly authorized officers of the law. Any person failing to comply with the requirements of this section shall be liable to a penalty of \$5 for any and every offense.

Sec. 13. Any person who shall wilfully make any false representation to procure registration for himself, or any other person, shall, for each and every offense, be liable to a penalty of fifty dollars.

Sec. 14. No druggist or other person shall manufacture, compound or sell or offer for sale or cause to be manufactured, compounded, sold or offered for sale any medicine or preparation under or by a name recognized in the United States Pharmacopoeia or National Formulary for internal or external use, which differs from the standard of strength, quality or purity, as determined by the test laid down in the United States Pharmacopoeia or National Formulary official at the time of such manufacture, compounding, sale or offering for sale. Nor shall any druggist or other person manufacture, compound, sell or offer for sale or cause to be manufactured, compounded, sold or offered for sale, any drug, medicine, chemical, or pharmaceutical preparation, the strength or purity of which shall fall below the professed standard of strength or purity under which it is sold. Nor shall any druggist or other person being requested by means of a prescription, or in any manner, to sell, furnish or compound any drug, medicine, chemical or pharmaceutical preparation, substitute or cause to be substituted therefor, without notification to the purchaser, any other drug, medicine, chemical or pharmaceutical preparation. Any person violating any provision of this section upon conviction shall be liable to all the costs of the action and all the expenses incurred by the State Board of Pharmacy in connection therewith, and for the first offense shall be fined not less than ten dollars nor more than one hundred dollars, and for each subsequent offense shall be fined not less than seventy-five dollars nor more than one hundred and fifty dollars. The State Board of Pharmacy is hereby empowered to employ an analyst or chemist expert, whose duty it shall be to examine into any claimed adulteration, substitution or alteration or other violation hereof, and report upon the result of his investigation, and, if such report justify such action, the board shall cause the offender to be prosecuted.

Sec. 14a. It shall be unlawful for any druggist or other person to retail, sell or give away any cocaine, alpha or beta eucaine, or any salt or any compound, or derivative of any of the foregoing substances, or any preparation or compound containing any of the foregoing substances, or any of their salts or compounds, or derivatives, except upon the written prescription of a duly registered physician which pre-

scription shall contain the name and address of the person for whom prescribed, and the date the same shall have been filled, and shall be permanently retained on file by the person, firm or corporation, where the same shall have been filled, and it shall be filled but once, and of it no copy shall be taken by any person, and the original shall at all times be open to the inspection of the prescriber, to the State Board of Pharmacy, and all officers of the law; except, however, that such cocaine, alpha or beta eucaine, or any salt, or any compound, or any derivative of the foregoing substances, or any preparation or compound containing any of the foregoing substances, or any of their salts or compounds, or derivatives, may lawfully be sold at wholesale upon the written order of a licensed pharmacist, or licensed druggist, duly registered practicing physician, licensed veterinarian, or licensed dentist, provided, that the wholesale dealer shall affix or cause to be affixed to the bottle, box, vessel or package, containing the article sold, and upon the outside wrapper of the package as originally put up, a label, distinctly displaying the name and quantity of cocaine, alpha or beta eucaine, or any salt or compound, or derivative of any of the foregoing substances, sold, and the word "poison," with the name and place of business of the seller, all printed in red ink; and *provided, also*, that the wholesale dealer shall before delivering any of the articles, make or cause to be made in a book kept for the purpose, an entry of the sale thereof, stating the date of sale, the quantity, name and form in which sold, the name and address of the purchaser, and the name of the person by whom the entry is made; and the said book shall be always open for the inspection by the proper authorities of the law, and shall be preserved for at least five years after the date of the last entry made therein.

Sec. 14b. It shall be unlawful for any duly registered physician or other person, to prescribe, sell or offer for sale, dispense or give away any cocaine, alpha or beta eucaine, or any salt or compound or derivative of the foregoing substances, or any of their salts or compounds or derivatives, or preparation or compound containing any of the foregoing substances, to any person addicted to the habitual use of cocaine, alpha or beta eucaine, or any salt or compound or derivative of the foregoing substances, in any form.

Sec. 14c. Any person violating any of the provisions of the foregoing sections 14a and 14b shall be guilty of a misdemeanor, and for the first offense shall be fined not more than one thousand (1,000) dollars, or imprisoned in the county jail not more than one year, or both, and for each succeeding offense fined not less than two hundred (200)

dollars, nor more than one thousand (1,000) dollars, or imprisoned not less than three months nor more than twelve months in the county jail, or both, and if the person so offending shall have a license as a physician, dentist or pharmacist such license shall be revoked; and the prosecution for the violation of the foregoing sections 14a and 14b shall be carried on in the same manner as for violations of the criminal code, and all fines collected in prosecution shall inure to the benefit of the State Board of Pharmacy: *Provided*, that suits for the recovery of the penalties prescribed in the other sections of this Act shall be prosecuted as provided in section 15.

Sec. 15. All suits for the recovery of the several penalties prescribed in this Act shall be prosecuted in the name of the "People of the State of Illinois," in any court having jurisdiction, and it shall be the duty of the State's Attorney of the county where such offense is committed to prosecute all persons violating the provisions of this Act upon proper complaint being made. All penalties collected under the provisions this Act shall inure to the Board of Pharmacy.

Sec. 15a. All monies received by the State Board of Pharmacy from whatsoever source shall be paid into the State Treasury on the thirtieth day of September and the thirty-first day of March of each year following the adoption of this Act.

Sec. 16. An Act entitled, "An Act to amend an Act entitled, 'An Act to amend an Act entitled, 'An Act to regulate the practice of pharmacy in the State of Illinois,'" approved May 30, 1881, in force July 1, 1881, as amended by an Act approved June 4, 1889, in force July 1, 1889, in force July 1, 1895, and an Act entitled, "An Act for the regulation for (of) the sale of cocaine and all preparations containing cocaine," approved June 11, 1897, in force July 1, 1897, are hereby repealed.

Provided, That nothing in this section, or this Act contained, shall be construed to interfere with the term of office of any officer heretofore appointed under the said Act, and nothing in this Act contained shall be construed to interfere with or cancel any certificate of registration or privilege granted under said Act, but the officers heretofore appointed, and any certificates of registration or privileges heretofore granted shall continue in force and be and remain for and during the period, as provided in the said Act.

MEMBERS IN ATTENDANCE

at the

NINETEEN HUNDRED AND TWELVE MEETING

ILLINOIS PHARMACEUTICAL ASSOCIATION

Abrahamson, J. A., Chicago	Denton, W. S., Beardstown
Achelpohl, C. H., Quincy	Dodds, R. N., Springfield
Adams, A. L., Winnetka	Dorland, Ralph E., Springfield
Antonow, Samuel L., Chicago	Downey, W. M., Decatur
Avery, Chas. H., Chicago	Dufner, W. V., Peoria
Arkins, J. E., La Salle	Duncan, W. D., Ottawa
Bach, Engelbert, Taylorville	Dunlap, Conwell, Springfield
Bakkers, John, Chicago	Edwards, W. A., Danville
Bartells, Geo. C., Camp Point	Feltham, J. H., Springfield
Bauer, J. T., Stonington	Finninger, P. E., Chicago
Baum, W. F., Danville	Flaherty, E. V., Springfield
Baumann, Chas. T., Springfield	Forbrich, P. J., Chicago
Baumann, G. E., Springfield	Frisch, Jacob, Springfield
Bernbrock, Jno. B., Quincy	Frison, Chas. F., Bloomington
Blake, Frank E., Watseka	Fritsche, P. R., Peoria
Boehm, John J., Chicago	Gaffney, R. E., Springfield
Bower, G. W., Anna	Gain, P. L., E. St. Louis
Bradley, M. M., Chatham	Garrison, H. D., Pearl
Brinkman, Henry A., Warsaw	Garver, Christian, Bloomington
Brittin, Franklin L., Springfield	Gille, W. S., Barry
Brown, E. P., Quincy	Grace, J. H., West Salem
Brown, W. H., Chicago	Grace, Paul, West Salem
Brunstrom, Charles, Moline	Griggs, Charles W., Hamilton
Bruun, N. H., Chicago	Guerten, Geo. J. J., Chicago
Cannon, T. F., Chicago	Harnist, W. D., Edwardsville
Caron, Eugene, Springfield	Heidbreder, Aug. H., Quincy
Christensen, H. C., Chicago	Heidbreder, W. H., Quincy
Clarkson, Robert A., Springfield	Hensley, Herman J., Yates City
Condrey, M. C., Oblong	Hilligoss, E. P., Decatur
Cobb, J. H., Aledo	Hoelzer, B. A. C., Chicago
Coe, Allan J., Springfield	Holthoefer, H. J., Chicago
Crowley, James P., Chicago	Hood, Harry, Chicago Heights
Daniels, A. K., Ludlow	Horrall, E. E., Decatur
Davis, Archer T., Decatur	Hull, Sherman G., Clinton
Day, W. B., Chicago	Irwin, W. C., Salem
Deck, L. C., Girard	Jeruzal, Stanley J., Chicago
Denson, John T., Minonk	Johnson, Frank A., Danville

Jones, Jas. W., Cowden
Jungk, W. A., Chicago
Kiefer, Frank B., Quincy
Kirchner, Gus., De Kalb
Klore, W. W., Chicago
Knoche, W. P., Chicago
Kuflewski, S. J., Chicago
Larsen, L. P., Chicago
Lescher, Geo. C., Galesburg
Lester, G. F., Arrowsmith
Light, Isam M., Chicago
Lindvall, Gus., Moline
Linn, Frank C., Roberts
Loehr, T. C., Carlinville
Lueder, John, Chicago
Lyons, L. D., St. David
Mahaffy, John, Chicago
Mathison, Soren, Chicago
Merz, Richard, Chicago
Metzger, Fred W., Springfield
Michels, John B., El Paso
Millen, Justus T., Springfield
Miller, Herbert J., Bloomington
Miller, A. W., Varna
Mitchell, A. S., Springfield
Montgomery, J. H., Chicago
Moritz, C. F., Chicago
Mottar, Wm. D., Springfield
Moyer, Harry T., Chicago
Musgrave, A. C., Hutsonville
Myers, John, Chicago
McKenzie, Edward Y., Auburn

McNichols, E. S., Lake Bluff
Nichols, Edna F., Green Valley
Pelikan, Louis J., Chicago
Pfetzing, Carl J., Havana
Phillips, J. Robert, Springfield
Potts, Thos. H., Chicago
Reiss, Adolph J., Rock Island
Riggs, S. M., Atwood
Roark, P. D., Macomb
Rutschke, Oscar, White Hall
Sayler, E. R., Springfield
Schaper, H. F., Chicago
Shaffer, T. B., Oneida
Shriver, J. H., Virden
Sivia, Jerome, Cairo
Sprague, O. N., Pawnee
Snow, Clyde M., Chicago
Sohrbeck, Geo. W., Moline
Strate, Chas. J., Rock Island
Stuchlik, John, Chicago
Swarts, Geo. F., Freeport
Tervehn, Wm. R., Chicago
Thorelius, Oscar, Galesburg
Topf, J. A., Chicago
Vadakin, Jas. H., Bethany
Wagner, C. H., Mt. Pulaski
Wells, Frances E., Peoria
Wells, Jas. H., Chicago
Wenban, Frank J., Lake Forest
Wheatcroft, John C., Grayville
Zapf, Wm., Springfield

MEMBERS OF THE ILLINOIS PHARMACEUTICAL ASSOCIATION

REVISED TO JULY 31, 1912.

HONORARY MEMBERS

THOS. H. POTTS, 127 N. DEARBORN ST., CHICAGO

GEO. C. BARTELLS, CAMP POINT.

ACTIVE MEMBERS.

Abernethy, A.	Pontoosuc	Hancock
Abrahamson, J. A.	5125 N. Clark st., Chicago.....	Cook
Achelpohl, C. H.	1201 State st., Quincy	Adams
Ackermann, A.	1825 W. 63rd St., Chicago.....	Cook
Ackermann, A. G. C.	4228 Irving Park boul., Chicago.....	Cook
Adamick, G. H.	182 W. Madison st., Chicago.....	Cook
Adams, W. T.	5660 S. Halsted st., Chicago	Cook
Adams, A. L.	Winnetka	Cook
Alex, Oscar	700 W. 62d st., Chicago	Cook
Alexa, Ludwig F.	1801 Throop st., Chicago	Cook
Amundson, Otto E.	3101 Armitage ave., Chicago	Cook
Anderson, D. S.	Creal Springs	Williamson
Anderson, Henry E.	7457 So. Chicago ave., Chicago	Cook
Anderson, H. M.	Monmouth	Warren
Anderson, James A.	2222 N. Western ave., Chicago	Cook
Antonow, Samuel L.	1379 Blue Island ave., Chicago	Cook
Armbrecht, W. H.	1065 W. Madison st., Chicago	Cook
Armstrong, A. W.	Dwight	Livingston
Armstrong, Byron	Jacksonville	Morgan
Armstrong, Ellis W.	Decatur	Macon
Armstrong, Chas. W.	Decatur	Macon
Armstrong, John J.	Arcola	Douglas
Aron, Ben	1758 W. 12th St., Chicago.....	Cook
Arkins, J. E.	LaSalle	LaSalle
Arnold, T. S.	Watseka	Iroquois
Ashbury, John W.	1834 W. 54th st.....	Cleveland, Ohio
Aumann, Henry	644 Briar Place, Chicago	Cook
Avery, Chas. H.	5460 Ridgewood ct., Chicago.....	Cook
Bach, Engelbert	Taylorville	Christian
Baessler, Wm. F.	3500 Armitage ave., Chicago	Cook

Bahnsen, F. W.	Rock Island	Rock Island
Baker, Chas. W.	2899 Archer ave., Chicago	Cook
Bachmann, John F.	2558 Southport ave., Chicago	Cook
Bakkers, Andrew	11507 Michigan ave., Chicago	Cook
Bakkers, John	10901 Michigan ave., Chicago	Cook
Ballweg, Edward	Edwardsville	Madison
Barnhart, C. E.	1415 So. Adams st., Peoria	Peoria
Barnhart, S. H.	Peru	LaSalle
Barth, Aug. F.	2nd and Market sts., Alton	Madison
Baskerville, T. H.	Joliet	Will
Bate, Henry J.	559 E. 43rd st., Chicago	Cook
Battles, M. W., Jr.	1418 15th st., Moline	Rock Island
Bauer, J. T.	Stonington	Christian
Baum, W. F.	Danville	Vermillion
Baumann, Chas. T.	7th and Washington, Springfield	Sangamon
Baumann, G. E.	7th and Washington, Springfield	Sangamon
Becker, Irwin A.	Mich. Reese Hospital, Chicago	Cook
Becker, W. L.	154 Marquette st., LaSalle	LaSalle
Beger, August	Nauvoo	Hancock
Behlke, E. E.	775 So. State st., Chicago	Cook
Behrensmeyer, Ernest	502 Main St., Quincy	Adams
Behrensmeyer, Harry F.	Barry	Pike
Behrensmeyer, Otto E.	2300 Cottage Grove ave., Chicago	Cook
Bell, H. M.	Decatur	Macon
Bennett, G. M.	Urbana	Champaign
Berger, G. H.	Carlyle	Clinton
Bickelhaupt, H.	Edwardsville	Madison
Biermann, Wm. H.	1556 W. Chicago ave., Chicago	Cook
Bignold, W. J.	3038 Cottage Grove ave., Chicago	Cook
Bishop, Isaiah	Eliza (New Boston R.F.D. 1)	Mercer
Bishop, Arthur S.	1528 W. Madison st., Chicago	Cook
Blahnik, Mrs. Marie	534 W. 18th st., Chicago	Cook
Blake, Frank E.	Watseka	Iroquois
Bland, B. M.	Galesburg	Knox
Blocki, John	117 E. 13th st., Chicago	Cook
Blue, Frank A.	Tremont	Tazewell
Bock, William	3608 W. Irving Park boul., Chicago	Cook
Bodemann, Wilhelm	Lake ave., and 50th st., Chicago	Cook
Bodenschatz, John	Lemont	Cook
Boehm, John J.	1901 S. Halsted st., Chicago	Cook
Bogardus, H. E.	Plano	Kendall
Bollinger, George	823 1-2 W. 11th st.,	Los Angeles, Calif.
Bond, Less	Dundee	Kane
Bornhoeft, John E. H.	1100 N. California ave., Chicago	Cook
Borovik, George S.	1618 N. Lawndale ave., Chicago	Cook
Bower, G. W.	Anna	Union

Bower, Wm.	Olney	Richland
Bowers, J. W.	730 N. 10th st., Quincy	Adams
Bradley, C. H.	West Chicago	DuPage
Bradley, M. M.	Chatham	Sangamon
Bramstedt, H. L.	301 E. 58th st., Chicago	Cook
Breithaupt, J. B.	1113 So. Adams st., Peoria	Peoria
Breves, Chas.	1658 W. 14th st., Chicago	Cook
Briggs, J. S.	Amboy	Lee
Brittin, Franklin L.	639 W. Monroe st., Springfield	Sangamon
Brown, E. P.	502 Main st., Quincy	Adams
Brown, J. E.	Sandoval	Marion
Brown, S. W.	Ringwood	McHenry
Brown, W. H.	4200 W. Irving Park boul., Chicago	Cook
Brown, R. L.	5937 Evanston ave., Chicago	Cook
Brown, Katherine B.	Sterling	Whiteside
Brown, Horace H.	200 Jefferson st., Joliet	Will
Broom, Lewis H.	Effingham	Effingham
Bruder, Otto E. F.	1021 Wolfram st., Chicago	Cook
Brunstrom, Charles	Moline	Rock Island
Bruun, H. N.	1201 Grand ave., Chicago	Cook
Bucholz, E. A.	Keensburg	Wabash
Burkett, Chas. H.	829 Davis st., Evanston	Cook
Burmeister, H. J.	Morris	Grundy
Burt, Chas. H.	Galesburg	Knox
Burt, H. V.	800 12th st., Rock Island	Rock Island
Butler, Frank J.	Pontiac	Livingston
Butterfield, Arthur W.	Griggsville	Pike
Cady, James R.	5147 W. 25th st., Cicero	Cook
Cain, H. E.	3457 W. 63rd st., Chicago	Cook
Caldwell, A. C.	11318 Morse ave., Chicago	Cook
Caldwell, C. P.	4429 Michigan ave., Chicago	Cook
Callvin, L. G.	1006 W. 59th st., Chicago	Cook
Campbell, A. J.	Mazon	Grundy
Campbell, W. L.	122 N. State st., Chicago	Cook
Cannon, T. F.	679 N. Clark st., Chicago	Cook
Capps, Geo. B.	Vandalia	Fayette
Carley, Charles E.	730 6th ave., No. Quincy	Adams
Caron, Eugene	531 E. Washington st., Springfield	Sangamon
Carlson, H. G.	1507-15½ st., Moline	Rock Island
Carson, J. A.	Mahomet	Champaign
Case, George E.	Princeton	Bureau
Cates, Edward M.	Wayne City	Wayne
Chamberlain, H. W.	Alton	Madison
Chamberlain, Susannah	Albany	Whiteside
Chladek, Jos. W.	6301 Cottage Grove ave., Chicago	Cook
Christensen, H. C.	452 Bowen ave., Chicago	Cook

Christensen, L. A.		Baldwin, Wisconsin
Chrzanowski, T. P.	3658 W. Diversey ave., Chicago	Cook
Chwatal, John J.	2756 W. 22d st., Chicago	Cook
Clancy, Wm. J.	657 1st st., LaSalle	LaSalle
Clark, Geo. H.	Piasa	Macoupin
Clark, A. T.	Belleville	St. Clair
Clark, A. H.	74 E. 12th st., Chicago	Cook
Clarkson, Robert A.	210 So. 6th st., Springfield	Sangamon
Clarisey, Thos. H.	625 S. 48th ave., Chicago	Cook
Cline, John Vick	206 N. Market st., Marion	Williams
Coat, Harvey H.	Mason City	Mason
Cobb, T. H.	Aledo	Mercer
Coe, Allan J.	131 N. 5th st., Springfield	Sangamon
Collins, Stanley Herbert	2215 Fletcher st., Chicago	Cook
Colwell, William M.	Evanston	Cook
Converse, Wm. A.	332 S. Michigan ave., Chicago	Cook
Cluxton, W. S.	St. Francisville	Lawrence
Clyde, Albert E.	Glencoe	Cook
Coderre, Telesphore	Witt	Montgomery
Coen, Geo. H.	Normal	McLean
Codding, M. B.	St. Charles	Kane
Condrey, M. C.	Oblong	Crawford
Conzet, R. W.	Greenup	Cumberland
Cooban, Benj. S.	459 W. 63rd st., Chicago	Cook
Cooke, Lynds S.	Momence	Kankakee
Corbus, Andrew M.	Oglesby	Will
Corke, Geo. L.	600 Dempster st., Evanston	Cook
Cover, A. F.	Toulon	Stark
Coyner, Wm. R.	Galesburg	Knox
Craw, Eugene E.	Sadorus	Champaign
Croswell, A. C.	1517 15th st., Moline	Rock Island
Crowley, James P.	800 W. 31st st., Chicago	Cook
Cummings, Clifford	Fulton	Whiteside
Cunningham, G. N.	25 Main st., Champaign	Champaign
Cunningham, J. M.	Erie	Whiteside
Cutler, Earl W.	Abingdon	Knox
Cutter, Scott C.	Oswego	Kendall
Daniels, A. K.	Ludlow	Champaign
Daniels, F. A.	Woodstock	McHenry
Daniel, Otto A.	1947 Maple ave., Evanston	Cook
Dauber, Henry	Mascoutah	St. Clair
Davis, W. W.	Bement	Piatt
Davis, Archer T.	1099 Main st., Decatur	Macon
Day, E. I.	Clinton	DeWitt
Day, W. B.	74 E. 12th st., Chicago	Cook
Deck, L. C.	Girard	Macoupin
Decker, August	Macomb	McDonough
Demling, John F.	1333 E. 75th st., Chicago	Cook
Denson, John T.	Minonk	Woodford
Denton, Harrison B.	Beardstown	Cass
Denton, W. S.	Beardstown	Cass

Devall, Erastus O.	Rose Hill	Jasper
Dickerson, L. M.	Brighton	Macoupin
Dickhut, L. A.	1001 N. 5th st., Quincy	Adams
Dietz, Alvin	3901 Wentworth ave., Chicago	Cook
Dietz, John	4450 State st., Chicago	Cook
Dimond, S. B.	Albany	Whiteside
Dodds, R. N.	5th and Monroe sts., Springfield	Sangamon
Donohue, J. M.	Monticello	Piatt
Dorland, Ralph E.	Springfield	Sangamon
Downey, W. M.	1113 N. Water st., Decatur	Macon
Drallmeier, George W.	1707 Broadway, Quincy	Adams
Dufner, W. V.	323 Bradley st., Peoria	Peoria
Duncan, W. D.	Ottawa	LaSalle
Duncan, Andrew W.	Flat Rock	Crawford
Dunlap, Conwell	822 So. 8th st., Springfield	Sangamon
Dunn, I.	Bloomington	McLean
D'Urso, Frank	572 Ewing st., Chicago	Cook
Dyas, Wm. M., Dr.	Arlington Heights	Cook
Dyche, Wm. A.	1882 Sheridan ave., Evanston	Cook
Earel, Raleigh	1707 Broadway, Quincy	Adams
Eberlein, F.	62 W. Lake st., Chicago	Cook
Eckart, R. J.	Collinsville	Madison
Edwards, F. G.	Mt. Carroll	Carroll
Edwards, W. A.	942 Hazel st., Danville	Vermilion
Ehrlicher, H. M.	Pekin	Tazewell
Ehrlicher, O. D.	Pekin	Tazewell
Eichenberger, W. S.	1016 N. Adams st., Peoria	Peoria
Eiche, Paul	Effingham	Effingham
Eicher, L.	243 E. 39th st., Chicago	Cook
Einkenkoeter, Frank	1900 Addison st., Chicago	Cook
Eisenstein, J. J.	122 S. Canal st., Chicago	Cook
Ellison, D. H.	Tampico	Whiteside
Emmert, Jos.	111 Stephenson st., Freeport	Stephenson
Engel, W. F.	1800 W. Chicago ave., Chicago	Cook
Engels, N. R.	701 W. 47th st., Chicago	Cook
Enlow, Robt. R.	Bloomington	McLean
Escher, Frank H., Dr.	1533 W. Monroe st., Chicago	Cook
Eslaman, J. W. M.	Staunton	Macoupin
Fahnestock, A. L.	Glasford	Peoria
Fahrner, John	200 N. Center st., Joliet	Will
Fahrner, Pius M.	200 N. Center st., Joliet	Will
Fasig, Oscar E.	Martinsville	Clark
Feely, Wm.	Scottville	Macoupin
Feldman, Barney	1401 W. 14th st., Chicago	Cook
Felscher, W. Z.	1002 Blue Island ave., Chicago	Cook
Fenn, C. W.	Prophetstown	Whiteside
Feltham, J. H.	102 E. Jefferson st., Springfield	Sangamon
Feurer, E. J.	LaSalle	LaSalle
Figgen, A. H.	8th and Hampshire sts., Quincy	Adams
Finckh, Wm.	1489 Clybourn ave., Chicago	Cook

Finninger, P. E.	501 26th st., Chicago	Cook
Fischer, Albert G.	9200 Commercial ave., Chicago	Cook
Fischer, Carl F.	1102 Bryn Mawr ave., Chicago	Cook
Fish, W. H.	Baylis	Pike
Flagg, Edmund	Westfield	Clark
Flackenecker, C. T.	418 Ridge st., Alton	Madison
Flaherty, Ed. V.	1181 N. 5th st., Springfield	Sangamon
Flannery, T. P.	800 Diversey Pkwy., Chicago	Cook
Florin, Wm.	Altamont	Effingham
Flynn, J. M.	Elburn	Kane
Fonstein, Boris	1454 Fullerton ave., Chicago	Cook
Forbrich, J. F.	201 35th st., Chicago	Cook
Forbrich, P. J.	6658 Wentworth ave., Chicago	Cook
Foreman, E.	Cobden	Union
Forsyth, Wm. K.	3032 State st., Chicago	Cook
Foster, S. E.	Millington	Kendall
Fouceck, C. G.	1801 Centre ave., Chicago	Cook
Frantz, J. S.	Danville	Vermilion
Frank, Gustav	1400 S. Jefferson st., Chicago	Cook
Frank, Sol. P.	4067 Ellis ave., Chicago	Cook
Freburg, A. E.	402 7th st., Rockford	Winnebago
Freeman, O. J.	3420 Sheffield ave., Chicago	Cook
Freeman, W. B.	2200 State st., Chicago	Cook
Friesenecker, Chas. M.	2100 W. 35th st., Chicago	Cook
Frisbie, W. J.	Bushnell	McDonough
Frisch, Jacob	505 E. Washington st., Springfield	Sangamon
Frison, Chas. F.	429 N. Main st., Bloomington	McLean
Fritsche, P. R.	Peoria	Peoria
Fry, Herman	601 W. North ave., Chicago	Cook
Fry, N. George	401 W. North ave., Chicago	Cook
Gabert, Adolph	2349 N. Western ave., Chicago	Cook
Gaffney, R. E.	1427 E. Adams st., Springfield	Sangamon
Gain, J. W.	541 Collinsville ave., East St. Louis	St. Clair
Gain, P. L.	Baugh ave., and 9th st., E. St. Louis	St. Clair
Galloway, J. B.	1625 Van Buren st., Chicago	Cook
Gathercoal, E. N.	74 E. 12th st., Chicago	Cook
Gauger, Mary J.	Xenia	Clay
Garard, John H.	Carthage	Hancock
Garner, C. W.	DeKalb	DeKalb
Gardiner, W. S.	55 Stevenson st., San Francisco, Calif.	
Gardiner, W. W.	Hanna City	Peoria
Garrison, H. D.	Pearl	Pike
Garrison, W. H.	Pearl	Pike
Garver, Christian	201 E. Front st., Bloomington	McLean
Gaut, Charles P.	231 Main st., Streator	LaSalle
Gerchenson, Henry	1400 W. Erie st., Chicago	Cook
Gibbs, Leon E.	6362 So. Park boul., Oak Park	Cook
Giese, Harry W.	920 W. Washington st., Bloomington	McLean
Gille, W. S.	Barry	Pike
Glass, C. E.	Mason City	Mason
Gobble, John P.	Scottville	Macoupin

Goetsche, Walter	1201 State st., Quincy	Adams
Gordon, M. M.	600 E. 47th st., Chicago	Cook
Gossman, F. A.	Pana	Christian
Gottrick, Frank O.	Knoxville	Knox
Grace, J. H.	West Salem	Edwards
Grace, Paul	West Salem	Edwards
Graham, E. E.	Hindsboro	Fayette
Graham, W. R.	Carlinville	Macoupin
Graiczunas, A. L.	3312 So. Halsted st., Chicago	Cook
Granacher, E. T.	501 Hampshire st., Quincy	Adams
Grassly, C. W.	802 W. 12th st., Chicago	Cook
Gray, Wm.	Presbyterian Hospital, Chicago	Cook
Greenwell, B. E.	10 N. Main st., Canton	Fulton
Greenwell, E. L.	Viola	Mercer
Greer, C. F.	216 E. Broadway, Centralia	Marion
Grenamier, J. T.	3100 W. Madison st., Chicago	Cook
Griffitts, F. D.	Ferris	Hancock
Grieben, M.	1154 Wrightwood ave., Chicago	Cook
Griggs, Charles W.	Hamilton	Hancock
Grimes, Wilbur	Grand Ridge	LaSalle
Griswold, Charles M.	1308 29 E. Madison st., Chicago	Cook
Gruoner, Gustav A.	2801 Archer ave., Chicago	Cook
Guenther, Chas. P.	26 S. Galena ave., Freeport	Stephenson
Guenther, Edwin J.	26 S. Galena ave., Freeport	Stephenson
Guerten, Geo. J. J.	4001 Milwaukee ave., Chicago	Cook
Haas, A.	2003 N. Western ave., Chicago	Cook
Hadley, E. W.	326 N. Market st., Mt. Carmel	Wabash
Haeger, Fred	3359 N. Halsted st., Chicago	Cook
Haering, F. H.	817 E. Grove st., Bloomington	McLean
Haering, G. V.	570 W. Madison st., Chicago	Cook
Hagemann, Wm. H.	1001 N. 5th st., Quincy	Adams
Hall, Wm.	Apple River	JoDavies
Hall, Robert L.	Apple River	JoDavies
Hall, Edwin	Elgin	Kane
Haller, E. E.	Forreston	Ogle
Halverson, H. A.	4354 N. Western ave., Chicago	Cook
Hansson, Nils	Lundberg bldg., Rockford	Winnebago
Harnist, W. D.	Edwardsville	Madison
Harris, Harvey L.	Bellflower	McLean
Harsch, John H.	634 N. Main st., Peoria	Peoria
Harvey, W. R.	Dana	LaSalle
Hart, Benj. T.	Altona	Knox
Harter, I. F.	Stronghurst	Henderson
Hartig, Henry	1621 Irving Park boul., Chicago	Cook
Hartwig, Otto J.	1950 Milwaukee ave., Chicago	Cook
Hartwig, R. W.	800 Milwaukee ave., Chicago	Cook
Hartz, W. F.	301 20th st., Rock Island	Rock Island
Haschenburger, E. O.	1211 O. st.	Lincoln, Neb.
Hattenhauer, W. B.	Streator	LaSalle
Hayes, David	629 N. Main st., Bloomington	McLean

Heald, Jas.	La Grange	Cook
Hecking, Constant	1401 Morse ave., Chicago	Cook
Heiberg, Axel	Ottawa	LaSalle
Heidbreder, Geo. H.	802 State st., Quincy	Adams
Heidbreder, Aug. H.	802 State st., Quincy	Adams
Heidbreder, Albert H.	802 State st., Quincy	Adams
Heimbeck, Julius F.	Kewanee	Henry
Hellmuth, Jos. A.	2148 N. Robey st., Chicago	Cook
Helstrom, Andrew B.	3420 Sheffield ave., Chicago	Cook
Henckell, H. N.	713 Commercial ave., Cairo	Alexander
Henry, R. H.	Tiskilwa	Bureau
Henke, A. W.	423 E. Main st., Danville	Vermillion
Hensley, Herman J.	Yates City	Knox
Herbster, A. L.	229 National st., Elgin	Kane
Hersch, E. D.	Kewanee	Henry
Herlocker, Ward G.	Table Grove	Fulton
Hermanek, J. C.	3017 W. 19th st., Chicago	Cook
Herrman, J.	9200 Commercial ave., Chicago	Cook
Hertzman, N.	1424 S. Halsted st., Chicago	Cook
Herzog, John W.	4458 Cottage Grove ave., Chicago	Cook
Hibbe, Harry M.	3200 W. North ave., Chicago	Cook
Higgins, Charles L.	Neponsett	Bureau
Hill, Fred G.	Yorkville	Kendall
Hills, Chas. E.	229 Christee st., Ottawa	LaSalle
Hilligoss, E. P.	102 E. Main st., Decatur	Macon
Hillman, John I.	6901 East End ave., Chicago	Cook
Hirschfeld, James	1846 Canalport ave., Chicago	Cook
Hirschy, E. D.	Kewanee	Henry
Hoezler, B. A. C.	2419 W. North ave., Chicago	Cook
Hoffmann, Casimir W.	8413 Superior ave., Chicago	Cook
Hoffmann, G. F.	Pesotum	Champaign
Hogan, M. J.	Taylorville	Christian
Holderread, Walter	Litchfield	Montgomery
Hollstein, Conrad	Waukegan	Lake
Holmes, Arthur E.	Aurora	Kane
Holbrook, Thomas A.	5234 Thedosia st.	St. Louis, Mo.
Holthoefer, H. J.	3158 State st., Chicago	Cook
Honens, H. B.	6347 Harrison st., Oak Park	Cook
Honsik, Frank	3335 W. 26th st., Chicago	Cook
Honsik, James M.	3335 W. 26th st., Chicago	Cook
Honn, S. H.	Metcalf	Edgar
Hood, Harry	1622 Otto boul., Chicago Heights	Cook
Hoover, Judson W.	Galesburg	Knox
Hops, Geo. A.	Saybrook	McLean
Horstmann, A. D.	300 So. 4th st., East St. Louis	St. Clair
Hottinger, Joseph A.	401 Oak st., Chicago	Cook
Hottinger, J. S.	2201 Lincoln ave., Chicago	Cook
Hottinger, Otto G.	801 Milwaukee ave., Chicago	Cook
Houghton, H. J.	6600 Wentworth ave., Chicago	Cook
Houser, John A.	West Salem	Edwards
Hoy, L. T.	Woodstock	McHenry

Huddleston, C. E.	Farmer City	DeWitt
Hug, Robert G.	139 So. Halsted st., Chicago	Cook
Hull, Sherman G.	Clinton	DeWitt
Humma, H. J.	Metropolis	Massac
Hunt, G. H.	Monroe Center	Ogle
Hynes, J. A.	157 E. Harrison st., Chicago	Cook
Ilg, Joseph C.	Grayville	White
Irwin, W. C.	Salem	Marion
Jacob, Chas. W.	7405 Madison st., Forest Park	Cook
Jacobs, John C. A.	5312 Wabash ave., Chicago	Cook
Janz, Ernest	5200 Loomis st., Chicago	Cook
Jehlik, O. J.	3401 W. 26th st., Chicago	Cook
Jennisch, John I.	702 18th st., Moline	Rock Island
Jeruzal, Stanley J.	1800 W. 18th st., Chicago	Cook
Jericho, E.	401 15th st., Moline	Rock Island
Jewett, Thos. A.	Oregon	Ogle
Jewett, Harvey C.	309 Washington st., Oregon	Ogle
Jirka, Peter P.	3625 W. 22nd st., Chicago	Cook
Johnson, August E.	Monmouth	Warren
Johnson, Frank A.	18 E. Main st., Danville	Vermilion
Johnson, F. O.	Monmouth	Warren
Jones, H. F.	Flat Rock	Crawford
Jones, Jas. W.	Cowden	Shelby
Josenhans, R. J. C.	1601 W. North ave., Chicago	Cook
Jungk, W. A.	1025 W. 59th st., Chicago	Cook
Jungkunz, W. F.	85 Stephenson st., Freeport	Stephenson
Kalbfleisch, W. G.	Nashville	Washington
Kappus, George	4152 W. North ave., Chicago	Cook
Karolewski, J.	5157 Grand ave., Chicago	Cook
Kasper, Albert F.	300 W. 63d st., Chicago	Cook
Katz, Samuel B.	1040 W. 12th st., Chicago	Cook
Keeler, Harry	Freeport	Stephenson
Kellett, F. H.	2900 Van Buren st., Chicago	Cook
Kellogg, G. C.	Tiskilwa	Bureau
Kelly, C. C.	374 Morrison st.,	Portland, Ore.
Kelly, J. O.	McLeansboro	Hamilton
Kempf, Frederick	Highland	Madison
Kennedy, Fred P.	5860 State st., Chicago	Cook
Kespler, F. E.	Georgetown	Vermilion
Kiefer, Frank R.	629 Hampshire st., Quincy	Adams
de Kieffer, Dr. Otto M.	29 E. Madison st., Chicago	Cook
Kimberlin, George N.	Harrisburg	Saline
Kingston, S.	Troy	Madison
Kirchner, Gus.	De Kalb	De Kalb
Klein, Frederick	2958 W. Madison st., Chicago	Cook
Klein, Frederick L.	Hoopeston	Vermilion
Kleiner, J. C.	1621 Irving Park boul., Chicago	Cook
Klenze, W. T.	4424 Paulina st., Chicago	Cook
Klocker, Carl J.	234 S. Center ave., Chicago	Cook
Klore, W. W.	2400 S. State st., Chicago	Cook
Kneer, Theo. F.	801 S. Adams st., Peoria	Peoria

Kneever, Harry H.	2134 Milwaukee ave., Chicago	Cook
Knick, W. J.	2747 N. Western ave., Chicago	Cook
Knoche, W. P.	1600 W. 63rd st., Chicago	Cook
Knochel, George M.	Lincoln	Logan
Knoebel, Percy	209 Collinsville ave., E. St. Louis	St. Clair
Knoebel, Thos.	209 Collinsville ave., E. St. Louis	St. Clair
Knowlton, E. M.	Urbana	Champaign
Knowles, F. J.	705 W. Van Buren st., Chicago	Cook
Knox, Wm. P.	335 W. 71st st., Chicago	Cook
Knudson, E. G.	1359 N. Maplewood ave., Chicago	Cook
Koch, H. J.	1630 2nd ave., Rock Island	Rock Island
Kogon, Simon	1901 George st., Chicago	Cook
Komie, Emanuel	601 West 12th st., Chicago	Cook
Konopa, Joseph	1053 Milwaukee ave., Chicago	Cook
Kossakowski, M. P.	1410 Noble st., Chicago	Cook
Kostka, Henry F.	640 W. 12th st., Chicago	Cook
Kothe, Emil C.	315 Bent st., Elgin	Kane
Kotz, W. E.	2135 Clifton Park ave., Chicago	Cook
Kramer, Wilhelm	4016 Lincoln ave., Chicago	Cook
Kraft, Herbert E.	1524 Bryan ave., Chicago	Cook
Krebs, L. W.	Mt. Carmel	Wabash
Kremer, Frank	4801 Lincoln ave., Chicago	Cook
Krieter, W. G.	2734 W. North ave., Chicago	Cook
Kring, A. E.	1401 Missouri ave., E. St. Louis	St. Clair
Kring, A. O.	1401 Missouri ave., E. St. Louis	St. Clair
Krizan, Wm.	5501 Halsted st., Chicago	Cook
Kroening, A. E.	417 W. 65th st., Chicago	Cook
Kroh, F. H.	Main and R. R. st., Anna	Union
Krone, N. L.	Decatur	Macon
Krupkin, Morris	1128 Fullerton ave., Chicago	Cook
Krvavica, Anthony	201 W. 22d st., Chicago	Cook
Kuflewski, S. J.	2759 W. 22d st., Chicago	Cook
Kugler, M. L.	Pinckneyville	Perry
Kuhn, Wm. H.	115 Gardner st., Joliet	Will
Laatz, John E.	1658 W. Chicago ave., Chicago	Cook
Lacey, Wm. D.	342 Fulton st., Peoria	Peoria
Ladish, E. H.	3233 W. Lake st., Chicago	Cook
La Due, E. A.	Spring Valley	Bureau
Laegeler, J. C.	Highwood	Lake
Lambrecht, J. R.	3956 W. North ave., Chicago	Cook
Lange, Louis	1758 W. Lake st., Chicago	Cook
Larsen, L. P.	3201 W. Madison st., Chicago	Cook
Lawton, L. W.	Delavan	Tazewell
Lawton, Joseph	7428 Ingleside ave., Chicago	Cook
Layton, J. W.	Potomac	Vermilion
Lee, Arne E.	933 Grace st., Chicago	Cook
Lee, J. Victor	829 Davis st., Evanston	Cook
Lees, E. D.	Kewanee	Henry
Lehman, Louis	2605 N. Halsted st., Chicago	Cook
Leiner, Wm. J.	750 N. Clark st., Chicago	Cook
Leininger, Otto W.	1856 W. North ave., Chicago	Cook

Leaney, J. W.	Chenoa	McLean
Leonard, Geo. R.	425 Wesley ave., Oak Park	Cook
Lescher, Geo. C.	Galesburg	Knox
Lesczynski, J.	3315 S. Morgan st., Chicago	Cook
Lester, G. F.	Arrowsmith	McLean
Lestina, J. M.	(Merz Drug Co.), 12th st. and Ogden ave., Chicago	Cook
Letzler, A. E.	1122 W. Erie st., Chicago	Cook
Lewis, I. Giles	22 E. Lake st., Chicago	Cook
Lewis, Oliver	Stone Fort	Saline
Liess, John, Jr.	547 So. Chicago st., Joliet	Will
Light, Isam M.	6020 Monroe ave., Chicago	Cook
Lillie, C. F.	108 E. Washington st., E. Peoria	Peoria
Lindbloom, Harry	4118 14th ave., Rock Island	Rock Island
Linder, Walter H.	Washington	Tazewell
Lindvall, Gus	Moline	Rock Island
Linke, R. A. G.	1221 Racine pl., Chicago	Cook
Linn, Frank C.	Roberts	Ford
Loehr, T. C.	Carlinville	Macoupin
Loesch, G. E.	Lake City	Moultrie
Lonkota, James A.	Crete	Will
Lorenz, Wm. H.	6966 N. Clark st., Chicago	Cook
Lorton, John B.	1404 Lafayette ave., Mattoon	Coles
Lovett, LaMotte	200 Lake st., Oak Park	Cook
Lowenthal, Louis	1262 W. 103d st., Chicago	Cook
Ludwig, A. A.	Sycamore	DeKalb
Lueder, Fritz	509 So. Adams st., Peoria	Peoria
Lueder, John	6859 S. Halsted st., Chicago	Cook
Lukasek, O. W.	4201 W. 26th st., Chicago	Cook
Luken, Edw. E.	3444 Janssen ave., Chicago	Cook
Luthringer, G. F.	Petersburg	Menard
Lutyen, L. F.	Sibley	Ford
Lutz, C. J.	Ottawa	La Salle
Lydehn, A. J.	124 4th ave., Moline	Rock Island
Lye, Edward	Seneca	LaSalle
Lyons, Lucian D.	St. David	Fulton
Macy, E. B.	9901 Ewing ave., Chicago	Cook
Madden, St. Clair	Grayville	White
Maguire, Andrew	1358 W. 12th st., Chicago	Cook
Magnusson, Albert	Arcola	Douglas
Mahaffy, John	652 E. 89th pl., Chicago	Cook
Mares, Frank M.	2876 Archer ave., Chicago	Cook
Marsh, Harry B.	Bowen	Hancock
Marshall, Hugh	Monmouth	Warren
Martin, Frank W.	653 E. 65th st., Chicago	Cook
Martin, W. R.	Elizabethtown	Hardin
Martin, J. A.	Palestine	Crawford
Marty, Chas. J.	Vandalia	Fayette
Mathison, Soren	2126 Indiana ave., Chicago	Cook
Mathews, Chas. E.	221 Randolph st., Chicago	Cook
Mayerson, A.	1856 W. 12th boul., Chicago	Cook

Maxon, C. W.	Farina	Fayette
Mead, Clayton B.	172 Windsor ave., Berwyn	Cook
Means, Frank B.	Windsor	Shelby
Medlin, Will R.	927 N. Excelsior ave., Butte	Montana
Meinung, R. R. W.	4158 Armitage ave., Chicago.....	Cook
Meixner, F. M. F.	14 Polk st., Chicago	Cook
Mentz, Otto H.	1057 E. Belmont ave., Chicago.....	Cook
Mercer, W. Elmer	Liberty	Adams
Merker, Chas. F.	326 Missouri ave., E. St. Louis.....	St. Clair
Merten, Harvey M.	3048 W. 12th st., Chicago.....	Cook
Mertes, John A.	2973 Lincoln ave., Chicago.....	Cook
Merz, Richard	25 E. Washington st., Chicago.....	Cook
Metzger, Carl	Highland	Madison
Metzger, M. C.	1915 Washington ave., Cairo.....	Alexander
Metzger, Fred W.	Carpenter & Rutledge Sts., Springfield, Sangamon	
Michels, John B.	El Paso	Woodford
Michels, Benj. F.	Albion	Edwards
Michels, Victor C.	Albion	Edwards
Miles, J. Earl	1113 N. Water st., Decatur	Macon
Millen, Justus T.	Care Dodd's Drug Store, Springfield.....	Sangamon
Miller, B. H.	502 Main st., Quincy	Adams
Miller, Herbert J.	115 W. Front st., Bloomington.....	McLean
Miller, J. M.	115 W. Front st., Bloomington.....	McLean
Miller, A. W.	Varna	Marshall
Miluhon, Homer D.	Owaneco	Christian
Milligan, Geo. W.	Edinburg	Christian
Millinger, Robert J.	32 E. 22d st., Chicago.....	Cook
Mills, Geo. P.	1000 Davis st., Evanston.....	Cook
Milne, George E.	Fairbury	Livingston
Minchin, Henry S.	2607 Milwaukee ave., Chicago.....	Cook
Minshall, C. W.	Colfax	McLean
Mitchell, A. S.	5th and Monroe sts., Springfield.....	Sangamon
Moffett, H. M.	1935 S. State st., Chicago	Cook
Moogk, H. J.	108 Chicago st., Freeport	Stephenson
Moore, John A.	1509 Gaty ave., E. St. Louis.....	St. Clair
Moratz, Theo.	101 Main st., Bloomington	McLean
Moritz, C. F.	300 E. 55th st., Chicago.....	Cook
Moreland, W. H.	801 Washington ave., Cairo.....	Alexander
Moschel, G. W.	Morton	Tazewell
Mottar, Wm. D.	Springfield	Sangamon
Moyer, Harry T.	5756 W. Chicago ave., Chicago	Cook
Moyen, George F. W.	2007 Milwaukee ave., Chicago.....	Cook
Mrizek, L.	1500 W. 18th st., Chicago.....	Cook
Muehlenfordt, August	Ashkum	Iroquois
Murphy, J. S.	Pontiac	Livingston
Murrey, Nelson W.	158 S. Western ave., Chicago.....	Cook
Musgrave, A. C.	Hutsonville	Crawford
Myers, John	2359 W. Madison st., Chicago.....	Cook
Mygdal, Thorkil	1100 N. California ave., Chicago.....	Cook
Mytinger, F. M.	White Hall	Greene
McCauley, C. E.	Oak Park	Cook

McClenahan, C. D.	Toulon	Stark
McClintock, W. S.	Galva	Henry
McClure, U. G.	3536 W. 16th st., Chicago	Cook
McCormick, G. A.	Hennepin	Putnam
McDougal, R. D.	231 Main st., Peoria	Peoria
McDonald, Jos. E.	Chandlerville	Cass
McDonnell, John	2600 Wallace st., Chicago	Cook
McGregor, C. A.	Pontiac	Livingston
McInnes, Francis C.	2066 Harrison st., Chicago	Cook
McKee, James G.	Waukegan	Lake
McKee, John	Biggsville	Henderson
McKenzie, Edward Y.	Auburn	Sangamon
McKinney, F. P.	Chapin	Morgan
McNamara, Thos. J.	919 Poplar st., Ottawa	LaSalle
McNichols, E. S.	Lake Bluff	Lake
McNichols, I. A.	Decatur	Macon
McVay, Ernest A.	500 W. 79th st., Chicago	Cook
McVay, Roy H.	Farmington	Fulton
Nadler, Chas.	Peru	LaSalle
Nadherny, Louis J.	2401 So. Clifton Pk. ave., Chicago	Cook
Naviaux, E. L.	4401 W. Lake st., Chicago	Cook
Nichols, Mrs. Edna F.	Green Valley	Tazewell
Nielsen, Herman	1832 Wells st., Chicago	Cook
Newman, Joseph H.	2101 Jackson boul., Chicago	Cook
Niemeyer, John	Winslow	Stephenson
Niethammer, O. F.	550 N. State st., Chicago	Cook
Nirider, F. J.	Kinmundy	Marion
Nordling, Albert J.	Rockford	Winnebago
O'Brien, Wm. H.	Richmond	McHenry
Oberg, Oscar	638 38th st., Rock Island	Rock Island
Oeth, Anthony J.	5045 Lincoln ave., Chicago	Cook
Oetzel, W. A.	Danville	Vermillion
Okoniewski, Max	3601 Belmont ave., Chicago	Cook
Oldberg, Oscar	31 W. Lake st., Chicago	Cook
Olds, Louise W.	Albany	Whiteside
Oliver, James W.	Harvey	Cook
Ossenbeck, E. A.	622 N. Adams st., Peoria	Peoria
Ostrowski, R. O.	295 State Line st.	Hammond, Ind.
Oswalt, Chester G.	Wyoming	Stark
Ottens, Robert F.	3431 W. North ave., Chicago	Cook
Otto, A. F. E.	818 1st ave., Silvis	Rock Island
Oughton, John R.	Dwight	Livingston
Ouda, Wm.	1858 S. Center ave., Chicago	Cook
Packard, J. W.	4259 Wentworth ave., Chicago	Cook
Palmer, E. L.	Sycamore	DeKalb
Palmer, G. D.	702 Washington st., Joliet	Will
Parks, J. W.	Anna	Union
Parks, Geo. C.	Anna	Union
Parks, W. W.	DuQuoin	Perry
Patrick, Clarence E.	Kankakee	Kankakee

Patterson, J. A.	49 E. 18th st., Chicago	Cook
Patterson, T. H.	3640 Cottage Grove ave., Chicago	Cook
Paus, Chas.	3700 Armitage ave., Chicago	Cook
Pautler, C. D.	Evansville	Randolph
Payne, Chas. E.	Fairbury	Livingston
Payne, Vernon A.	Tuscola	Douglas
Pearce, Edward	Worden	Madison
Pearce, Wm. W.	Waukegan	Lake
Pedigo, Lee M.	3948 Sheridan Road, Chicago	Cook
Peirce, A. F.	4200 Van Buren st., Chicago	Cook
Pellettieri, John	1049 W. Polk st., Chicago	Cook
Pelikan, Louis J.	2359 S. Kedzie ave., Chicago	Cook
Pelikan, Otto J.	2601 S. Lawndale ave., Chicago	Cook
Pelikan, Theo. J.	1825 Blue Island ave., Chicago	Cook
Pettersen, J. M.	2600 W. Fullerton ave., Chicago	Cook
Pettesch, N. H.	McHenry	McHenry
Pfaff, J. J.	Centralia	Marion
Pfaff, Fred L.	Centralia	Marion
Pfetzing, Carl J.	Havana	Mason
Phillips, J. Robert	230 S. 6th st., Springfield	Sangamon
Phipps, L. H.	Box 417	Seattle, Wash.
Pick, Emil E.	Brookfield	Cook
Plaster, J. W.	Danville	Vermilion
Plattenbury, P. W.	Canton	Fulton
Poor, Thompson	Streator	LaSalle
Porter, Hosmer C.	302 W. Water st., Rockford	Winnebago
Price, M. R.	(Consumers' Drug Co.) State & Randolph sts., Chicago	Cook
Price, Jonathan	Western Saratoga	Union
Prohaska, Mrs. Lucy A.	1053 Milwaukee ave., Chicago	Cook
Provost, F. L.	1155 Wilson ave., Chicago	Cook
Pritchett, R. M.	Dana	LaSalle
Prohaska, O. L.	1053 Milwaukee ave., Chicago	Cook
Psybylski, A. S.	3663 So. Paulina st., Chicago	Cook
Quales, Iver L.	1440 Milwaukee ave., Chicago	Cook
Quinn, F. D.	6 5th ave., La Grange	Cook
Raetz, Clarence E.	617 Davis st., Evanston	Cook
Rahlfs, Otto G.	1159 W. Garfield boul., Chicago	Cook
Ramsey, H. J.	Fairbury	Livingston
Randolph, Chas. S.	Ipava	Fulton
Reber, George	Tremont	Tazewell
Reed, John W.	500 Hampshire st., Quincy	Adams
Reed, Henry T.	Camp Point	Adams
Reed, Lewis H.	Centralia	Marion
Reed, Charles C.	Lincoln	Logan
Reeves, Jos. M.	El Paso	Woodford
Reid, Hugh M.	1107 N. Park ave., Chicago	Cook
Reinhart, Joseph	3030 So. Adams st., Peoria	Peoria
Reinhofer, John J.	458 W. North ave., Chicago	Cook
Rehbock, R. H.	4118 State st., Chicago	Cook
Rennecker, C. E.	Wilmette	Cook

Rettberg, John	4th and Franklin sts., Peoria	Peoria
Rettig, J. H.	1034 Main st., Quincy	Adams
Reuter, Robt.	3959 W. Madison st., Chicago	Cook
Rhode, R. E.	1301 N. Clark st., Chicago	Cook
Rice, P. F.	Loraine	Adams
Richards, E. T.	2300 Cottage Grove ave., Chicago	Cook
Richart, Henry	Cedarville	Stephenson
Riddle, H. R.	Mechanicsburg	Sangamon
Ridgeley, E. A.	1300 St. Clair ave., E. St. Louis	St. Clair
Ridinger, Charles C.	Saunemin	Livingston
Riemenschneider, Julius	2916 Evanston ave., Chicago	Cook
Reiss, Adolph J.	Rock Island	Rock Island
Riggs, S. M.	Atwood	Piatt
Rimmele, Chas.	6800 S. Halsted st., Chicago	Cook
Rixleben, Thos.	Jonesboro	Union
Robb, Hugh	Heyworth	McLean
Robbins, Jennie	(University Hospital) Congress and Lincoln sts., Chicago	Cook
Roark, P. D.	Macomb	McDonough
Robson, A. J.	Freeport	Stephenson
Robbins, H. C.	Creston	Ogle
Robertson, Chas. E.	Jerseyville	Jersey
Robin, Isaac	1000 S. Paulina st., Chicago	Cook
Robinson, Isaac W.	Waltonville	Jefferson
Rode, Wm.	Brownstown	Fayette
Rode, S. W.	Brownstown	Fayette
Rolfs, H. O.	1828 2nd ave., Rock Island	Rock Island
Roemheld, Armin T.	3456 W. Chicago ave., Chicago	Cook
Rogers, Scott	Charleston	Coles
Rohe, Chas. J.	Crete	Will
Romano, A.	507 N. Halsted st., Chicago	Cook
Romano, G.	954 Grand ave., Chicago	Cook
Rose, Herman L.	Columbia	Monroe
Roskoten, Charles O.	226 So. Jefferson st., Peoria	Peoria
Ross, Lewis W.	4259 W. Van Buren st., Chicago	Cook
Rossman, Parmer	Oak Park	Cook
Roth, Dr. Joseph A.	1054 N. Ashland ave., Chicago	Cook
Rowe, H. E.	4118 14th ave., Rock Island	Rock Island
Rudert, Otto	3000 5th ave., Rock Island	Rock Island
Rowe, H. B.	Paris	Edgar
Ruicker, F. H.	156 W. 117th st., Chicago	Cook
Rusch, John C.	2000 W. Van Buren st., Chicago	Cook
Ruzicka, James	600 N. 48th ave., Chicago	Cook
Rutschke, Oscar	White Hall	Green
Sage, Wm. H.	Wheaton	Du Page
Salem, Joseph	4642 Wentworth ave., Chicago	Cook
Salveson, Peter	Cottonwood Lake	N. Dak.
Sanderson, W. S.	Mound City	Pulaski
Sandkoetter, H. P.	52 W. Harrison st., Chicago	Cook
Sandstrom, Henry	Moline	Rock Island
Sankiewicz, Chester A.	877 Milwaukee ave., Chicago	Cook

Sass, Stephen	1725 W. 18th st., Chicago	Cook
Savill, Oliver	Canton	Fulton
Saylor, E. R.	1322 S. 11th st., Springfield	Sangamon
Scarsdale, F. E., Jr.	Lick Creek	Union
Schaper, H. F.	3560 W. North ave., Chicago	Cook
Schapper, F. C.	329 N. Clark st., Chicago	Cook
Scheffel, Louis	1929 Blue Island ave., Chicago	Cook
Scherer, Andrew	1201 N. State st., Chicago	Cook
Schick, S. F.	Joliet	Will
Schluter, A. G.	401 Collinsville ave., E. St. Louis	St. Clair
Schmidt, E. A.	1226 N. Monroe st., Peoria	Peoria
Schmidt, F. M.	64 W. Randolph st., Chicago	Cook
Schmidt, George	800 Hampshire st., Quincy	Adams
Schmidt, L. A.	Rock Island	Rock Island
Schmidt, F. J.	3636 Grand boul., Chicago	Cook
Schneider, C. H.	411 Bank st., Orion	Henry
Schreiner, Albert	Batavia	Kane
Schroter, Fred J.	5244 Greenwood ave., Chicago	Cook
Schuh, Herman C.	Cairo	Alexander
Schuh, Harry W.	Cairo	Alexander
Schuh, Paul G.	Cairo	Alexander
Schuirman, T. R.	Chenoa	McLean
Schuler, John L.	New Berlin	Sangamon
Schultz, Bruno	12 E. 35th st., Chicago	Cook
Shultz, John L.	Carthage	Hancock
Schultz, C. F. W.	159 Chicago st., Elgin	Kane
Schumm, Edwin T.	2600 W. Division st., Chicago	Cook
Schwaba, John	2827 N. Central Park ave., Chicago	Cook
Seaney, Elmer F.	Oblong	Crawford
Sell, E. A.	131 N 5th st., Springfield	Sangamon
Sellner, Albert	502 Main st., Quincy	Adams
Sexauer, S. C.	1365 E. 66th st., Chicago	Cook
Shaffer, T. B.	Oneida	Knox
Shapiro, M. A.	32 E. 22d st., Chicago	Cook
Sheblessy, M. A.	3459 Indiana ave., Chicago	Cook
Sherman, W. W.	Ogden	Champaign
Shoemaker, Raphael	Perry	Pike
Shorthose, W. T.	Bloomington	McLean
Shotwell, C. W.	Atlanta	Logan
Shreve, Jos. F.	Jacksonville	Morgan
Shriver, J. H.	Virden	Macoupin
Siebbe, H. H.	East Moline	Rock Island
Siebrandt, M. J.	2752 So. 41st ct., Chicago	Cook
Sims, J. Ray	Perry	Pike
Sister, Theresa	St. John's Hospital, Springfield	Sangamon
Skalicky, J. P.	Lyons	Cook
Slade, Byron A.	422 E. State st., Rockford	Winnebago
Smith, Will H.	218 Main st., Streator	LaSalle
Smith, W. O.	Crossville	White
Snow, Clyde M.	74 E. 12th st., Chicago	Cook
Snyder, W. E.	2459 State st., Chicago	Cook

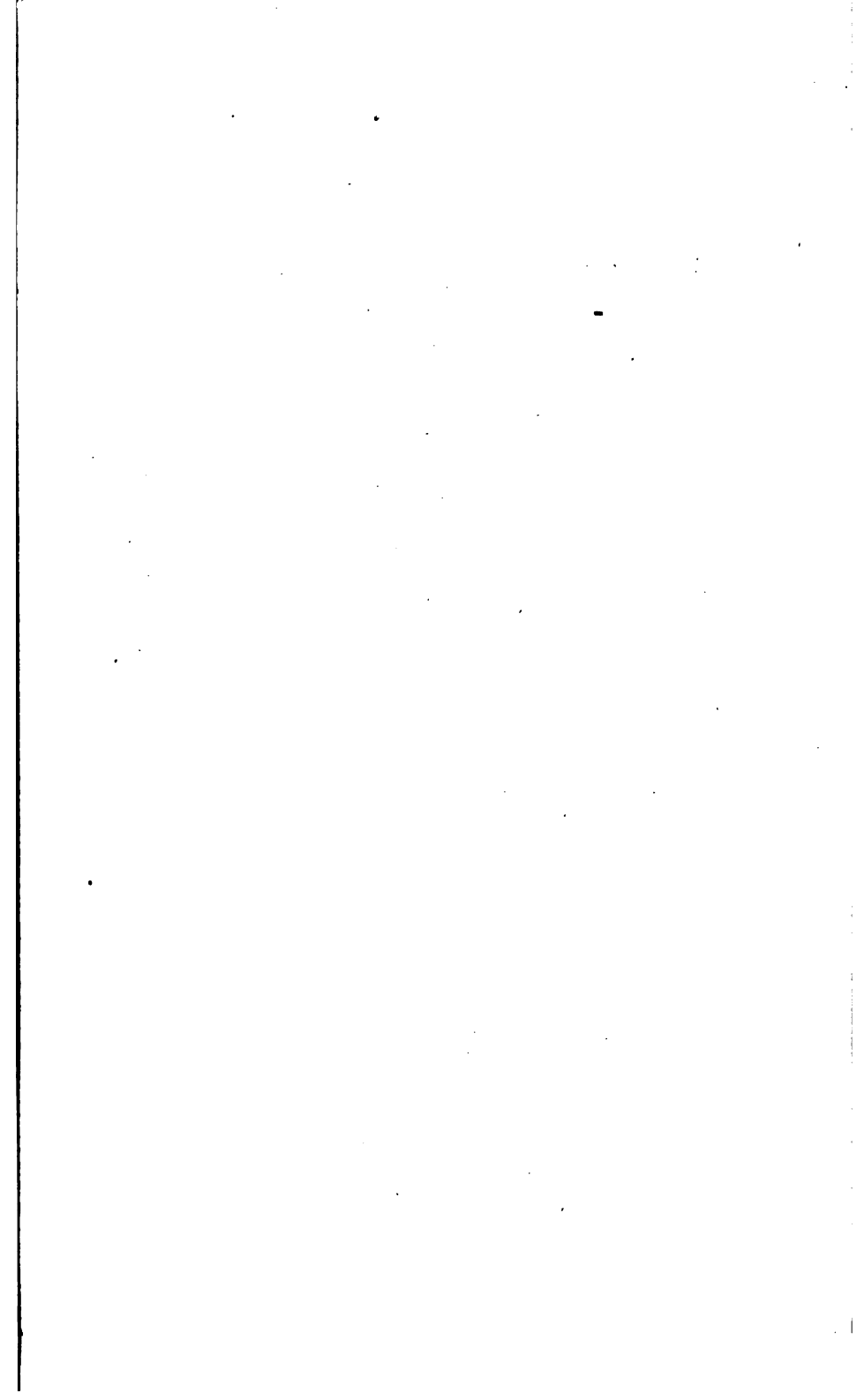
Sondag, Michael	224 Call ave., E. St. Louis	St. Clair
Sohrbeck, G. Henry	Moline	Rock Island
Sohrbeck, Geo. W.	Moline	Rock Island
Sommer, Robert M.	458 E. 47th st., Chicago	Cook
Sorensen, John J.	2631 Sheffield ave., Chicago	Cook
Speetzen, G. C.	Reynolds	Rock Island
Speidel, C.	Rock Island	Rock Island
Spiker, Joseph T.	11700 Michigan ave., Chicago	Cook
Spooner, P. B.	Palmyra	Macoupin
Sponsel, John G.	Care Morrison Plummer & Co., 310 W. Wash- ington st., Chicago	Cook
Sprague, O. N.	Pawnee	Sangamon
Sprinkle, I. A.	Villa Grove	Douglas
Stach, Chas. A.	1658 W. 35th st., Chicago	Cook
Stacy, M. F.	Tuscola	Douglas
Stansberry, Almon	Westville	Vermilion
Starr, Caleb A.	Durand	Winnebago
Stafford, Peter P.	2328 Greenwood Terrace, Chicago	Cook
Starkweather, Asa	Palmer	Christian
Staudt, L. C.	15 South Broadway, Aurora	Kane
Steiner, N. W.	2300 5th ave., Rock Island	Rock Island
Steingotter, Henry	Belleville	St. Clair
Stephan, O. P.	132 E. 22nd st., Chicago	Cook
Stephenson, Newton J.	Mt. Vernon	Jefferson
Stewart, Jos. H.	918 State st., Lockport	Will
Stiles, J. S.	2213 Millard ave., Chicago	Cook
Stillman, Harry A.	300 N. Chicago st., Joliet	Will
Stinson, W. J.	Macomb	Mc Donough
Stolte, W. H.	Chicago Heights	Cook
Stonemetz, Guy N.	Fairfield	Wayne
Storck, Frank F.	2839 Cottage Grove ave., Chicago	Cook
Storen, Mark T.	324 W. State St., Rockford	Winnebago
Storer, C. A.	Rush and Ohio sts., Chicago	Cook
Strate, Chas. J.	1101 3rd ave., Rock Island	Rock Island
Strawn, A. A.	Morris	Grundy
Strawn, George M.	Morris	Grundy
Strom, Carl A.	1001 Townsend st., Chicago	Cook
Stryker, H. L.	Pecatonica	Winnebago
Stuchlik, John	3859 W. 26th st., Chicago	Cook
Sullivan, Thos.	Dixon	Lee
Sundine, August	1221 5th ave., Moline	Rock Island
Supp, Louis F.	707 DeKoven st., Chicago	Cook
Sutcliffe, John	3900 Clarendon ave., Chicago	Cook
Swahn, John	372 Chicago ave., Chicago	Cook
Swarts, Geo. F.	Freeport	Stephenson
Swannell, Henry	Champaign	Champaign
Swanson, Harold G.	7145 Lexington ave., Chicago	Cook
Swanson, Joseph	958 Wrightwood ave., Chicago	Cook
Sweetland, Dale	17 Central ave., Highland Park	Lake
Swingle, Dillon	Hillsboro	Montgomery
Tanzer, G. L.	1630 Eastlake ave.,	Seattle, Wash.

Taubeneck, Carl V.	Marshall	Clark
Taylor, Z. T.	Elkhart	Logan
Tennysen, A.	Manhattan	Will
Tervehn, Wm. R.	4466 Wentworth ave., Chicago	Cook
Teasche, A. G.	Mendota	LaSalle
Thayer, Chas. A.	4101 Evanston ave., Chicago	Cook
Thies, Arnold	Wheaton	DuPage
Thiel, Chas. C.	3726 Ogden ave., Chicago	Cook
Thompson, G. M.	Colchester	McDonough
Thompson, Theo. B.	Rantoul	Champaign
Thomas, Frank	308 28th st., Cairo	Alexander
Thorelius, Oscar	415 E. Main st., Galesburg	Knox
Thorson, G. W.	4155 Elston ave., Chicago	Cook
Throgmorton, J. H.	Flora	Clay
Tilton, Claude E.	Fairmount	Vermilion
Tomlinson, W. E.	366 E. 47th st., Chicago	Cook
Turner, Geo. E.	Cor. Broadway & State, Granite City	Madison
Tonnesen, Claus	4159 W. Lake st., Chicago	Cook
Toomey, Sylvester	Buda	Bureau
Topf, J. A.	2000 Larrabee st., Chicago	Cook
Towse, Chester	Chesterfield	Macoupin
Travis, Miles B.	5463 Jefferson ave., Chicago	Cook
Trienens, Jos.	445 So. Wabash ave., Chicago	Cook
Trout, W. A.	Atwater	Macoupin
Trulson, John	Princeton	Bureau
Tull, James A.	Windsor	Shelby
Ullmeyer, Wm.	1101 15th st., Rock Island	Rock Island
Urban, John J.	1418 Blackhawk st., Chicago	Cook
Utt, Alfred R.	Glen Ellyn	DuPage
Uzzell, Charles A.	Granite City	Madison
Vadakin, Jas. H.	Bethany	Moultrie
Valentine, L. C.	Greenfield	Greene
Van Deventer, S. D.	LeRoy	McLean
Vandervoort, A. A.	Farmington	Fulton
Van Schaack, Cornelius P.	118 W. Lake st., Chicago	Cook
Vasumpaur, R. R.	2600 So. Kedzie ave., Chicago	Cook
Vaupell, Geo. H.	758 So. Western ave., Chicago	Cook
Vavra, Voita	1916 S. Center ave., Chicago	Cook
Venn, Henry L.	879 Milwaukee ave., Chicago	Cook
Vilim, Thos. V.	3233 W. 22d st., Chicago	Cook
Vreeland, J. M.	Gibson City	Ford
Wagner, C. H.	Mt. Pulaski	Logan
Wakefield, Thos. S.	Oak Park	Cook
Waiss, F. G.	3159 W. Harrison st., Chicago	Cook
Walker, F. G. D.	331 20th st., Rock Island	Rock Island
Warren, Otis W.	Tower Hill	Shelby
Watson, C. W.	415 So. State st., Belvidere	Boone
Weaver, B. M.	Pecatonica	Winnebago
Weaver, Henry D.	Wyanet	Bureau
Weber, Ewald	4822 Milwaukee ave., Chicago	Cook
Webster, C. C.	Staunton	Macoupin

Webster, C. A.	Canton	Fulton
Weed, A.	Alexis	Warren
Weinberger, Albert W.	754 Wells st., Chicago	Cook
Weingaertner, J. J.	Belleville	St. Clair
Weiss, Geo. W.	Streator	LaSalle
Wells, Frances E.	Care Peoria State Hospital, Peoria	Peoria
Wells, Fred L.	186 Jackson boul., Chicago	Cook
Wells, Jas. H.	241 S. 5th ave., Chicago	Cook
Wenban, Frank J.	Lake Forest	Lake
Wertzler, Herman F.	Lemont	Cook
Wester, John F.	Rockford	Winnebago
Wetzel, Chas. E.	236 N. 5th st., Quincy	Adams
Weydell, K. A.	6200 Cottage Grove ave., Chicago	Cook
Weyrauch, James	534 W. 18th st., Chicago	Cook
Whaley, Lawrence	400 31st st., Chicago	Cook
Wheatcroft, John C.	Grayville	White
Wheeler, Thomas E.	Utica	LaSalle
White, John F.	3558 State st., Chicago	Cook
Whitfield, Thos.	545 S. Wabash ave., Chicago	Cook
Wilhelmy, Sylvester	418 S. Main st., Decatur	Macon
Wilkins, Christopher C.	1618 N. Lawndale ave., Chicago	Cook
Wilkins, C. L.	Tiskilwa	Bureau
Wills, G. E.	Rockford	Winnebago
Wilson, F. D.	Hamilton	Hancock
Wilson, Harvey E.	4189 S. Halsted st., Chicago	Cook
Winberg, W. Wm.	5100 Lake ave., Chicago	Cook
Windmueller, John	3741 Grand ave., Chicago	Cook
Wisehart, Dr. D. Smith	1032 E. Eldorado, Decatur	Macon
Wolff, Fred	26 Arcade Bldg., Pullman	Cook
Woltersdorf, E. H.	2111 W. 21st st., Chicago	Cook
Woolston, Samuel	Evanston	Cook
Wood, George H.	Mounds	Pulaski
Worthington, F. H.	422 E. State st., Rockford	Winnebago
Wright, A. S.	Woodstock	McHenry
Wunderle, Emil L.	901 Wells st., Chicago	Cook
Wyle, E. B.	Waverly	Morgan
Wyman, Warren L.	Belvidere	Boone
Wyss, Samuel H.	Alton	Madison
Yeomans, S. C.	3300 State st., Chicago	Cook
Young, John H.	Oakwood	Vermilion
Zaleski, Boleslaus	4645 S. Ashland ave., Chicago	Cook
Zaleski, Rufus E. G.	3156 Wallace st., Chicago	Cook
Zamentowsky, David	1423 Michigan ave., Chicago	Cook
Zapf, William	212 N. 5th st., Springfield	Sangamon
Zeman, Otto	3002 S. Central Park ave., Chicago	Cook
Ziegler, H. L.	614 Knoxville ave., Peoria	Peoria
Zimmermann, Albert	2113 S. Adams st., Peoria	Peoria
Zindt, Jules M.	1348 Larrabee st., Chicago	Cook
Zoeller, Geo.	7557 W. Chicago ave., Chicago	Cook
Zuber, A. E.	5108 Wentworth ave., Chicago	Cook

IN MEMORIAM

Henry Biroth, Chicago
S. W. Culp, Morrisonville.
J. C. Dunbar, Monmouth
D. W. Wilson, Kenilworth
A. T. Robertson, Ashmore
B. E. Webster, Benton
A. J. Wessman, Chicago
W. A. Simpson, Evanston
John Heiland, Chicago



ILLINOIS
PHARMACEUTICAL TRAVELERS'
ASSOCIATION

AUXILIARY TO
ILLINOIS PHARMACEUTICAL ASSOCIATION

TENTH ANNUAL MEETING

HELD AT

SPRINGFIELD

JUNE 11, 12 and 13, 1912.

Officers Illinois Pharmaceutical Travelers' Association, '12-'13



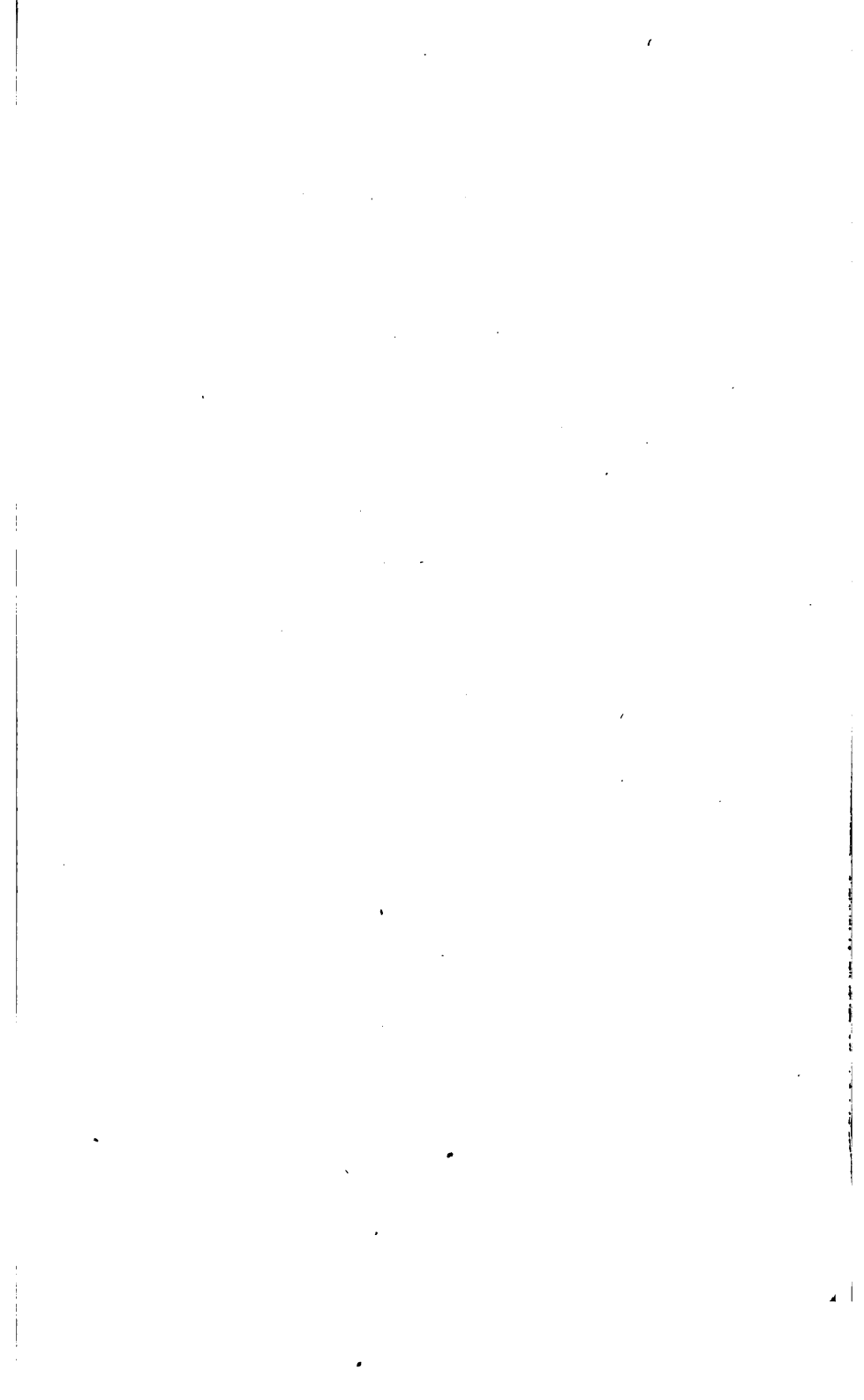
ED. LAHL
Secretary and Treasurer
With The Welch Grape Juice Co.



A. W. HOBART
President
With Horlick's Malted Milk Co.



M. L. BURHANS
First Vice-President
With Miles Medicine Co.



PROCEEDINGS OF THE
OFFICERS FOR 1912-1913

President.

A. W. HOBART, with Horlick's Malted Co.

First Vice President

M. L. BURHANS, with Miles Medicine Co.

Second Vice-President

HERBERT E. CORNISH, with Cleveland Fruit Juice Co.

Third Vice-President

RALPH E. SMITH, with Seabury & Johnson

Secretary-Treasurer

ED. LAHL, with the Welch Grape Juice Co., 326 River St., Chicago

The Council

JOHN F. HOTT, ChairmanWith Pepsin Syrup Co.

JOHN A. MULDOONWith Fuller & Fuller Co.

A. R. BRUNDAGEWith A. R. Brundage

W. B. STOUTWith Johnson & Johnson

WALTER R. KREMBS,With O. F. Schmid & Co.

R. D. KEIM, Chairman Entertainment Committee.....

.....Manager Chicago Branch, E. R. Squibb & Sons

Officers Illinois Pharmaceutical Travelers' Association, '12-'13



HERBERT E. CORNISH
Second Vice-President
With Cleveland Fruit Juice Co.



RALPH E. SMITH
Third Vice-President
With Seabury & Johnson



R. D. KEIM,
Chairman of Entertainment Committee
With E. R. Squibb & Sons



JOHN F. HOTT,
Chairman of the Council
With Pepsin Syrup Co.

PROGRAM OF ENTERTAINMENTS

Tuesday, June 11th

Reception to visiting ladies in parlors of St. Nick from 1:30 to 2:15.

2:30 p. m.—Parade from St. Nick Hotel to the State House.

7:00 p. m.—Mardi Gras Parade.

8:30 p. m.—Dances at Lincoln Inn—compliments of the Sangamon Retail Druggists' Association.

Wednesday, June 12th

9:30 a. m.—Automobile Parade (Ladies) compliments of the Sangamon County Retail Druggists' Association...St. Nicholas Hotel.

Reception to the visiting ladies at the Country Club.

4 to 6 p. m.—Reception to the visiting ladies at the Country Club.

The Alumni Banquet in ordinary of St. Nick 6 p. m.

8:30 p. m.—Social Drug Club Minstrel Show, Arion Hall.

Thursday, June 13th

Field events.

LIST OF DONATORS

Armour & Co.	Eli Lilly & Co.
Allcock Mfg. Co.	Michigan Drug Co.
American Chiclé Co.	H. K. Mulford Co.
Abbott Alkalodial Co.	J. & B. Moos.
H. E. Bucklen & Co.	Meyer Bros. Drug Co.
John W. Bunn & Co.	Many Blanc & Co.
John Blocki & Son.	Gerhard Mennen Chemical Co.
Bauer & Black.	Mallinckrodt Chemical Works.
Barker & Wheeler Co.	McAvoy Brewing Co.
Chesbrough Mfg. Co.	Seabury & Johnson.
Clarke Bros. & Co.	Merck & Co.
Colburn, Birks & Co.	Meyer Bros. Druggist.
Candy Bros. Mfg. Co.	J. S. Merrell Drug Co.
Chicago Box & Label Co.	Dr. Miles Medical Co.
Cleveland Fruit Juice Co.	Monroe Drug Co.
R. N. Dodds.	E. Mueller & Co.
Emerson Drug Co.	Myers Bros.
Farmer's National Bank.	Morrisson, Plummer & Co.
First National Bank.	J. H. McCreery.
C. J. Frank.	H. O. McGrue.
Fuller & Fuller Co.	Norman Lichty Mfg. Co
Foley & Co.	National Lead Co
French Lick Springs Hotel Co.	Newman & Ullman.
Foote & Jenks.	Odorbase Mfg. Co.
Grommes & Ullrich.	Ogg Cigar Company.
Gazzolo Drug & Chemical Co.	O'Connell & Kunz
Gertz, Lombard & Co.	Pepsin Syrup Co.
Graham Bros.	Pfeiffer Chemical Co.
Haenig Electric Co.	Pictorial Printing Co.
W. L. Hodde.	Parke, Davis & Co.
H. L. Hartman.	D. L. Phillips.
Humiston Keeling & Co.	Pure Ice & Storage Co.
Hartz & Bahnsen Co.	R. S. Pettet & Co.
Horlick's Malted Milk Co.	Solon Palmer.
Illinois Dairy Co.	The Pompeian Mfg. Co.
Illinois National Bank.	The Piso Co.
Illinois Tobacco Co.	Chas. Pfizer & Co.
Illinois Watch Co.	Randolph Box & Label Co.
Iron de Quoit Wine Co.	Reed & Carnrick.
Jaegerman-Bode Co.	Riesch Brewing Co.
Frederick F. Ingram & Co.	Ridgely National Bank.
Dr. Kilmer & Co.	Rumford Chemical Works.
Kondon Mfg. Co.	W. J. Radabaugh.
Jas Kirk & Co.	Springfield Consolidated Ry. Co.
R. D. Keim, Mgr. Chicago Branch	Sultan Drug Co.
E. R. Squibb & Sons.	Sharp & Dohme.
LaFayette-Smith Grocery Co.	Ferdinand C. Schapper.
Lambert & Lowman.	J. Hungerford Smith Co.
Lambert Pharmacal Co.	Daniel Stewart Co.
Walter M. Lowney Co.	St. Louis Label Works.

F. A. Stuart.	Peter Van Schaack & Sons.
Schuh Drug Co.	O & W. Thum Co.
Spitznagle Candy Co.	U. S. Playing Cards Co.
H. Smith.	J. & B. Williams Co.
Springfield Marine Bank.	Whittemore Bros. & Co.
State National Bank.	Wells & Richardson.
Sangamon Loan & Trust Co.	Western Bottle Mfg. Co.
Striffler Ice & Coal Co.	Welch Grape Juice Co.
Robert Stevenson & Co.	S. Pfeiffer Mfg. Co.
Springfield Notion Co.	Mariana & Co.
J. A. C. Schoettke.	

Ribbon Badges donated by Jas. Furlong and R. F. Herndon & Co. Dry Goods Cos.

Cut Glass Bowl donated by Max Lipman, with S. Pfeiffer Chemical Co., St. Louis.

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